

Catalog

THE Publishers' Weekly

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The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, MARCH 21, 1925

No. 12

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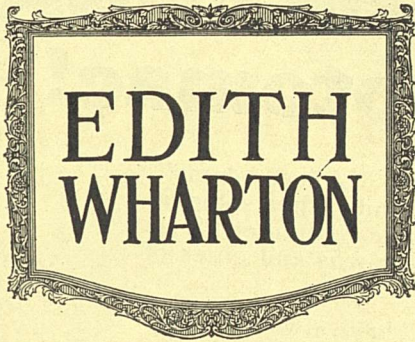
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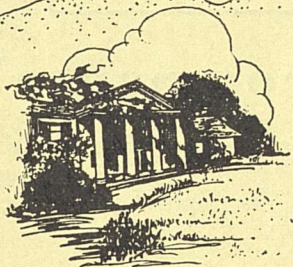
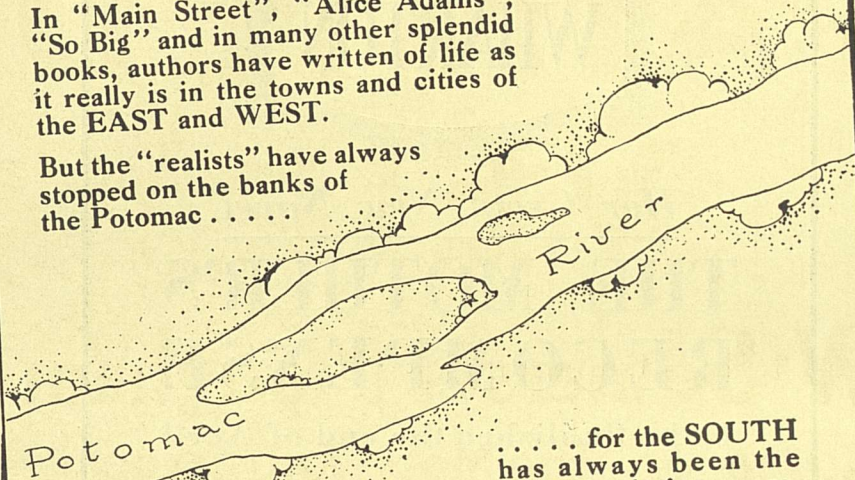
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MARCH 21, 1925

Making the New Book Collectors

By George H. Sargent

THERE are a few cases in which one may say that from one thrilling moment he became a book collector when before he had been but a reader. But generally one is a book collector some time before he recognizes it—like being in love, I am told.

Few of the great book collectors started out with the idea of becoming great collectors. Most of them bought books promiscuously on the principle of the picture-buyer who says "I know what I like." Indeed, the man who says that he will have only an immaculate copy of the first issue of the first edition, in original binding, with all the "points," and begins his collecting with that goal of perfection before him, to be reached at a single bound, is not likely ever to become a great collector unless he has an unlimited purse, and even then he is going to miss a lot of the fun of collecting.

Two of the greatest book collectors of all time, the late J. Pierpont Morgan and Henry E. Huntington, became book collectors for the fun of it. Both men of large affairs and large fortunes, when their battles of finance were over they sought recreation of a sane and healthful sort. Both lovers of books from boyhood, their attention was naturally directed toward the forming of private libraries. Mr.

Morgan first became interested in subscription sets, limited editions, ornate bindings. Later he began to gather books of royal or illustrious provenance, then old books beautiful in themselves, and this pursuit brought him in contact with early

GEORGE H. SARGENT, well-known to all readers of "The Boston Transcript" and "The Bookman's Journal" for his discussions of rare books, here describes George Parker Winship's course at Harvard which is indicative of the whole new attitude on book collecting in college centers.

printed literature and with illuminated manuscripts. Soon his library reached a point where it became more than a pastime and he was fortunate in securing a librarian whose knowledge and sound judgment gave intelligent direction

to his collecting and who is in no small measure responsible for the magnificent and well-rounded collection now known as the J. Pierpont Morgan Memorial Library.

With Mr. Huntington the case was slightly different. He had arrived at the meridian of life, had ample wealth and was in a position to retire from business. "Now I am going to have some fun," he told a friend on his fiftieth birthday. Without any other plan than the formation of a library which should be useful, beautiful, valuable and with a historical background he began buying whole libraries. As his collecting increased and as famous collections like the Chew, Church, Christie-Miller, Bridgewater and others came into his possession the Huntington library, with the assistance of Dr. George Watson Cole, the

accomplished bibliographer, took on its present magnificence.

Herschel V. Jones of Minneapolis, whose books sold at Anderson's a few years ago bringing something like half a million dollars, dates his book collecting from the time of buying a copy of the first edition of Browning's "The Inn Album." There seemed to be something alluring in the title of "first edition," and he kept on buying them until he had six hundred. These were sold and he entered upon the Dickens-Thackeray stage of collecting. These books went out when he caught the fever of the collector of Elizabethan literature, and he then began forming a collection with the deliberate intention of selling it when he had 2000 books and had reached the age of sixty. It contained many books, like modern first editions, of no great value, but they were books he liked. His first condition was more than met before the second was fulfilled, and in 1916-17 these books were sold for a total of \$391,854.60 or an average of \$226.11 per lot which at that time had never been exceeded at auction. A "Later Library" of Mr. Jones, consisting almost wholly of great rarities of early English literature, brought \$137,000 more. Twice Mr. Jones has announced his intention of giving up book collecting altogether—which he finds easier said than done.

How They Got Started

John L. Clawson of Buffalo bought a Napoleon letter in France to please his young son, gathered a few related books and began, as he says, to think he was a book collector. He, too, bought "what he liked" until he had gathered a great collection of all classes of literature. But it had no system, and a reading of the catalogs of other libraries convinced him—he had then acquired considerable early English literature—that a well-selected library along a special line would have a distinction which a general library would never possess. As a result, in eight years, after selling his later English literature he has formed one of the finest private libraries in the country of early English literature, altho it numbers only about a thousand volumes.

William Harris Arnold told, in his delightful, "Ventures in Book Collecting"

how he came to be a book collector. Engaged in the business of selling new books, he had never been attracted by the old and rare. Even a membership in the Grolier Club left him apathetic, altho he admits that the talk there may have affected him subjectively. It was not until the C. B. Foote sale of first editions that his interest in collecting was awakened and he began buying first editions for himself. Somewhat different was the case of Beverly Chew, whose innate love of books was so great that he could not help becoming a collector.

The Three Great Points About the Course at Harvard

But how are the book collectors of the next generation being made? Are the young men and young women of today taking an interest in collecting the precious literature of the past? The answer, I think, is to be found largely in the college bookshops. Harvard University owes its magnificent Widener Memorial collection to the fact that Henry Elkins Widener, as a young collector, received in that institution the intelligent and helpful direction which made him one of the great collectors of modern times. He was fortunate, too, in having the assistance of a Philadelphia dealer—Dr. Rosenbach's name ought to be mentioned—who assisted him not only in securing the books which he sought, but aided him in keeping his collecting in certain definite and well-planned lines.

The institution of a Harvard course dealing with the printed book in all its phases, under the direction of George Parker Winship, librarian of the Henry Elkins Widener Memorial Collection of Harvard University Library, has done more than any other one thing, I think, toward making the Harvard book collectors of the future. Not all the men who attend this course will form great book collections, but a considerable proportion of them probably will. The three things which give backbone to the course at Harvard are: First, a fairly thoro understanding of the whole course of procedure from the preparation of the manuscript, the decision as to style and details, composition, proof-reading and press-work to binding and even to marketing, with an ex-

planation (so far as anybody can tell) of the reasons why some books sell well and others do not; Secondly, the consideration of books before the invention of printing, the invention and its spread, the historical aspects of book production and the development of the modern type and format and the business of bookmaking from the work of Jenson, Aldus and the Elzevirs; Thirdly, the study of the refinement of printing in our day—William Morris to Essex House, Bodoni to Doves, Strawberry Hill to Ashendene, Chiswick to Merry-mount, Tory to Rogers.

The World of Collectors

The course is fundamentally a diletantti course, not designed to make printers or booksellers, or even collectors with a view to the investment involved in rare books, but to acquaint the undergraduate with some of the refinements of life and introduce them to the possibilities of a fire-side relaxation for later years.

Probably the greatest service that Mr. Winship accomplishes in this course is to put book collecting on a sound basis of general and special knowledge by introducing the boys to the world of collectors and showing them that book collectors are well worth knowing from every point of view. Mr. Winship treats the printed book historically, bibliographically and mechanically, altho there is nothing mechanical about Mr. Winship's lectures. He puts in the way of the boys a few books about books which may appeal to them. "The Amenities of Book Collecting" is one of these and is always in demand. Recently William Harris Arnold's "Ventures in Book Collecting" has been supplied and proved no less popular. The rare books in the Widener library are accessible to those who can make good use of them.

The reading in the course aims primarily to introduce the students to books of which they would not ordinarily hear, such as Benton's privately printed "Baskerville," the Grolier Club's "Whittingham" the Bibliographical Society's "Verard," the Riverside Press' "Geoffrey Tory," Percival Merritt's privately printed "Walpole," the Metropolitan Museum exhibition catalogs, the Club of Odd Volumes' "Caxton" and the Caxton Club's "Frankfort Book Fair."

Furthermore, Mr. Winship, whose multifarious duties as librarian do not prevent him from doing a vast amount of work for the Bibliographical Society of America, the Club of Odd Volumes and other organizations upon whose committees he is a useful member, enlists a promising undergraduate as assistant in these outside labors. Here the student learns much that he would not learn in class, and his enthusiasm is awakened and his interest given wise direction.

The percentage of potential rare book collectors in these classes is notably high, because Mr. Winship starts every year with about half the class made up of young men who presumably will inherit valuable libraries of rare books. Mr. Winship shows these boys that it is just as much fun to know the fine points of a ten-thousand-dollar book as it is to know those of a ten-thousand-dollar steeplechaser or motor car. They find out that the men who know such books belong to their home clubs, while at the same time the democracy of bookdom has the prestige of learning with none of the conceit of the academic highbrow. They are shown that the life histories of books is not less interesting than the life histories of persons. It does not take the student long to learn that book collecting, far from being a dry as dust affair, is a fascinating pursuit. That the course is thoroly appreciated by at least one of its former members is proved by the fact that for two years past he has annually sent a check for fifty dollars from the place in South America where he has a job, to be paid by Mr. Winship for a book to be given to the member of the year's class who, in the opinion of the librarian, is "getting the most out of it."

The Brick Row Bookshop

At Yale, where there is no such course as at Harvard, some of the instructors in English literature point out to the student that it is desirable to study the text in some good old edition of a book which is under consideration in class. The student's attention is called to an earlier edition which can be secured at a low price. If he has any collecting instinct he soon wishes to see the first edition and notes not only its textual differences but becomes possessed of a desire to own it. From the latest

annotated edition of Pope's "Rape of the Lock" he may go to the London edition of 1896 with the illustrations by Beardsley, and from this take either the road which leads to Pope's first edition of 1714 or that which takes him to Beardsley's "Morte d'Arthur" and a study of that artist's work.

The college bookshop which caters especially to the young collectors of rare and fine books is a modern institution. To E. Byrne Hackett of the Brick Row Book Shops at Yale and Princeton must be allowed great credit as a pioneer in a field which is becoming more and more recognized as worth tilling. The Brick Row Book Shop started at New Haven by him catered from the first to those who loved rare and fine books. It was the place where thoughtful young book lovers gathered to find those early editions which had been called to their notice. They did not merely come in and ask for a book, purchase it and go out. They lingered to talk with the booksellers or among themselves about the books they found on the shelves. Every student who came was a potential, and often, as it proved, a serious book collector. So the business expanded and with it the circle of college book collectors. Two men whose libraries are now among those which can fairly be reckoned as of outstanding quality own that their first impulse came from the literature course and later the Brick Row Book Shop at New Haven. Mr. Hackett later answered the call to New York, but did not forget his shop at Yale, and it was not long before the college men at Princeton were asking him to set up one of his Brick Row Book Shops in the New Jersey College town, where much the same method of stimulating book collecting is followed as is in vogue at Yale.

Dunster House Bookshop

Harvard has been particularly fortunate in having in the Dunster House Bookshop, an institution which provides an excellent post-graduate course for Mr. Winship's classes. Mr. Firuski, its proprietor, had a year at Yale with Mr. Hackett before he started on his own, so that Dunster House is really a third of a Yale-Harvard-Princeton group. Mr. Firuski has the advantage of being attached to a single interest, and

he has adapted his methods to the social habits he finds at Cambridge. He has done this with consummate skill and thus has built up a really strong group of young collectors who rely largely upon him after they get away from college. His best characteristic is that he has insisted that the customer shall have a real interest in the book he buys, know why he is buying it and why he wishes to own that particular book, which is a very far-sighted policy in a business way. His shop carries out the idea that Mr. Winship has instilled into the minds of those in his classes, that the aristocracy of books creates a real democracy. Dunster House is a genuine book club for Harvard men, open to any who have a liking for books, rich and poor meeting on a perfect equality. They may buy or not, as they please, but are made to feel that they are at home with liberty to use the open shelves.

Advantages of the Young Collector

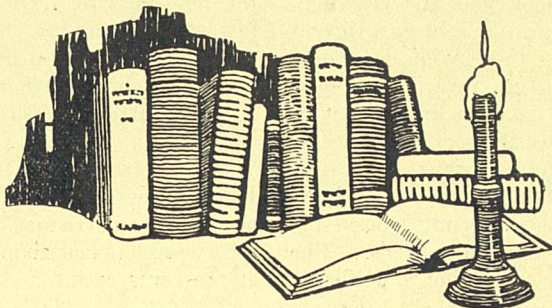
The young collector, at the outset does not require a large amount of money, but he does require enthusiasm. He may be chilled at the start by observing the rare books that other people have in their libraries and which he has only a faint hope of ever possessing. But let him begin with the things that give him pleasure in owning. From the beginning he will have satisfaction with his own collections. There are thousands of libraries formed on the model of other people's libraries, but they do not give half the satisfaction of one which is the result of the owner's initiative. Gabriel Wells, the New York dealer, tells a highly instructive anecdote of a man, who had never purchased a rare book, going into a New York bookstore and buying a fine collection of high class "collectors' books" in a single order which amounted to something like \$50,000. That happened seven years ago and the man is not known to have bought a single book since. Even the poorest collector must pity such a man. The beginner who makes a start along some line in which he is interested, whether it be Americana, Dickens, ships or tin plates, does not need the spur of emulation. His own acquisitions will lead to the desire for more. Then, too, as his collection grows, he will begin to discriminate. Before he has reached a point

where his collection has taken definite form and limits he will have made the acquaintance of other collectors and of dealers from whom he will learn much—including much to avoid. He will learn to discriminate between editions and come to understand the monetary value of a misprint and know the distinction between bound and uncut copies. By this time he will be on the highroad toward becoming a book collector. Book collecting is one of those pursuits in which the chase of the fox gives greater satisfaction than the killing. Few are likely to bring their collections to such an approximation to perfection that they have no more zest in the game. Catalogs and "browsing" in second-hand bookshops will furnish endless diversion and a liberal education to the young collector. There are always the chances of finding a treasure that has got into the ten-cent box by mistake or the rarity concealed in a bundle of junk. Once he has become a frequenter of the bookshops, the undergraduate should find a friend in the bookseller, who, if he is wise, not only supplies his wants but keeps him from buying what he actually does not want. The colleges everywhere are taking a greater interest in the undergraduate who manifests a real liking for books. "Required Readings" are all right for the majority, but not all instructors will take the trouble to see that the student whose wants reach beyond required readings is supplied with what he wants. In those institutions where this urge is recognized the way is easily cleared for the making of the future book collector.

It seems to me that in many of our larger college towns here is an opportunity which should be grasped by some alert young man with some knowledge of book rarities and of bookselling in general. Not all universities are within easy reach of the

great libraries of rare books or of the bookshops where rare and old books are sold. In such cases the catalogs of the rare book dealers only rarely get into the hands of the undergraduate who would be interested. Even if they do, the undergraduate does not readily go to the trouble of buying by mail. In the case of a novel it is a simple thing to remit and receive the book. If the book is old and rare the prospective customer wants to see the book itself, to examine it for its "points" and to know its condition. In the buying from a distant city this involves correspondence, charges "with the privilege of examination," and the bother of remittances and expenses, whereas if the book is placed directly before him, he knows at once whether or not he wants it. Furthermore, buying from a local dealer who understands his business gives him an opportunity to meet men of his own kind and tastes.

The university rare book shop must be something of a club. The success of those at Harvard, Yale and Princeton points the way to young and ambitious booksellers who would make an independent place for themselves. In any university town they would soon gather in their bookshops not only the professors and the undergraduates of the local institution, but all who are interested in rare books. This would soon create an atmosphere in which the seed of book collecting would thrive and grow, and the successful bookstore would not only have its local clientele, but a following among the alumni, who had come to know the university bookstore during their college days, and would still look to it for help in forming their collections. There are many universities, especially in the West, which would extend a glad hand to the pioneer in this line of university bookselling.



A Boston School of Bookselling

Simmons College Starts First Complete Course

THE curriculum for the fall opening at Simmons College, Boston, will contain provision for a course in bookselling to be connected up with the one year course in library science. This announcement has just been made by President Lefavour and June R. Donnelly, director of the School of Library Science. Mr. Rabe, manager of the bookshop of the College and active in the development of the College Bookstore Association, has been giving book-trade assistance in the planning. Simmons College, founded in 1899 to provide practical advanced courses for women, has now a national reputation for the efficiency and thoroughness of its training, and such a course could not be started under happier auspices.

Admission to the course will be open to those who have an academic degree from a recognized college or at least three years of academic college credit. These requirements are the same as those for the regular library course. The year from September to June is divided into three terms, and in the first two terms the preparation both for library positions and for bookstore positions will be practically identical, tho the teachers will have in mind the fact that the knowledge gained is to be applied in two different fields by those studying.

A complete differentiation will begin with the third term, when, as is the present practice, all students go into the field for two weeks, the bookselling group going into bookstores instead of into libraries for as much practical work as they may be able to arrange for. After this experience, the course for the two groups will cover such subjects as "The Book and Its Making," "Reference Work," and "Children's Literature." Besides this, those who have now decided definitely to go toward the bookselling field will be given a distinct set of courses with four lecture periods a week, with the usual required preparation time and an auxiliary course of five hours a week for visiting and practical study work especially adapted to bookselling needs. The courses in advanced cataloging and library

economy are omitted to make room for these new studies. There are, in the secretarial school of the College, good courses in accounting which may be inserted in the first term if this proved practical. It will be very important to the success of such an undertaking, of course, to prove that this training is of practical importance to the student in obtaining a position in bookselling, and for this reason not so much differentiation may be made between the two courses as will be the case in later years if the thing is so successful that it is more thoroughly worked out.

The experience of the course at the College of the City of New York has been carefully studied, and Mr. Huebsch, as chairman of the Committee on Education of the National Association of Book Publishers, has been in contact with President Lefavour in studying the possibilities of such development. The New York course at present consists of sixteen double periods, or thirty-two periods, while there will be at least forty specifically book periods in the Simmons College course and many others beside on subjects that are now a part of the College of the City of New York's sixteen. Complete details as to the program of study will be announced later, and it is hoped that the book-trade will give continued support to this very important and significant announcement.

First Editions Sold for Dimes

MANY tales are told among bookmen of rare first editions being picked up for ten cents or less. The tales gain in lustre and wonder as they are retold so that the sale of some 100 first editions at about 10 cents a copy will hardly seem important. This occurred, nevertheless, in Astoria, N. Y., on March 11 when some 100 "firsts" were stolen from the library of Ruth Lawrence, writer and authority on American History. Later in the day they were hawked about the streets by boys at ten cents each.

Canadian Copyright Bill Gets
a Hearing

THE first full hearing on the proposed revision of Canadian copyright law was held before a committee of the House on March 10th, and authors, publishers and printers clashed in the discussion. The chief discussion lies, of course, around the licensing clauses which make it necessary for a book by an American or Canadian author to be manufactured in Canada in order to avoid the possibility of a licensed Canadian edition being issued without the consent of the author.

The printers were strongly represented in favor of the present system; the Canadian National Newspaper and Periodical Association expressed strong approval of the plan; the Canadian book publishers believed that the present bill should be kept until it has been given a full chance; and the Canadian Authors' Association was represented in strong protest as backers of the new bill. Stephen Leacock made a spirited attack on the law which placed outside of the author's control the question of the terms on which editions should be printed.

Convention Program for the
Illinois Bookseller

THE Illinois Booksellers' and Stationers' Association meets this year at La Salle from Tuesday, May 5th, to Thursday, May 7th. The Association has a broad program and this tenth annual convention will be one of unusual importance. The president of the Association is W. C. Miner of Miner's Bookstore, Macomb, and the secretary and treasurer is W. C. Jacquin, 321 Main Street, Peoria.

It is intended that this year's convention shall be built around educational lines and with much open discussion. Book publishers and stationery manufacturers are invited to have exhibits, and a hall with about forty tables has been arranged for.

The object of the Illinois Association is to bring members closer together, to diffuse reliable information, to procure uniformity in trade customs, to act between members in matters of controversy, and to perform any act pertaining to the trade not in conflict with the law that applies to such associations.

Among the many immediate aims are to reduce transportation costs for the dealer by collected shipments, to maintain a fair margin of profit for every dealer and to lend assistance against price-cutting, to secure educational assistance on an organized plan for the sales people, to clear up the status of the Illinois textbook law, to simplify book stocks of both fiction and non-fiction in relation to turnover and delivery, to take up the question of terms and discounts as they affect stocking and overstocking, to study the problems of the small dealer in obtaining books on publishing dates.

The Association has had a hundred per cent growth during the past year, and has had very valuable help from the University of Illinois, whose research department has been making special investigation into bookstore problems.

Record of American Book Production, February, 1925*

CLASSIFICATION	New Publications		By Origin					
	New Books	New Editions	Pamphlets	English And other Foreign Authors				
				American	Manufactured Imported			Total
Philosophy	18	1	3	15	—	7		22
Religion	73	6	6	65	1	19		85
Sociology	20	4	5	21	1	7		29
Law	9	—	1	9	—	1		10
Education	8	—	3	11	—	—		11
Philology	13	1	5	11	3	5		19
Science	16	5	44	55	1	9		65
Technical Books	13	8	9	24	—	6		30
Medicine	11	4	1	14	—	2		16
Agriculture	5	2	1	7	—	1		8
Domestic Economy	1	2	—	3	—	—		3
Business	22	4	1	24	—	3		27
Fine Arts	18	—	1	9	—	10		19
Music	4	—	1	4	—	1		5
Games	14	1	3	16	—	2		18
General Literature	20	6	4	13	4	13		30
Poetry—Drama	35	3	4	34	3	5		42
Fiction	104	38	—	98	32	12		142
Juvenile	7	—	—	4	1	2		7
History	32	3	2	21	—	16		37
Geography	19	6	2	13	1	13		27
Biography	31	3	2	17	3	16		36
Miscellaneous	4	—	3	5	—	2		7
	497	97	101	493	50	152		695

* In February, 1924, 456 new books, 84 new editions, 131 pamphlets, a total of 671, were recorded.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

March 21, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Where the Profit Is

AMONG the many lessons that booksellers may learn from the experience of department stores with their elaborate studies into store technique is the fact that profits may be increased by knowing in just what section of the store the profits lie. A modern department store is not satisfied with having general figures from its department, but it so subdivides the business that the managers can tell exactly just what line of goods is producing rapid sale and good profits, at what time of the year it is producing this sale, and then study how the profitable business may be best increased. The same investigation will serve to point out just what types of stock may be stable but very much needed for the rounding out of the business and whose sale cannot be much increased by any amount of special effort. With all the facts in hand, the allocation of space, publicity and sales effort can be so regulated as to produce the greatest amount of service to the customers in the least possible time.

Do not booksellers need this same kind of information. The manager needs to know just what part of his sales are fiction sales, how many customers are served at the fiction section; what the seasonal fluctuation is; he needs to know what the actual monthly sale of reprint fiction is and whether it has an ebb and flow by month; he needs to know exactly about the Bible sale, where it increases normally and where it may be increased by special

effort; what is the story in regard to dictionaries as compared with, let us say, essays, or cook books as compared to histories, picture books as compared to story books in the children's department, etc.

The more exact the facts, the better can be the preparation to meet the public's natural demands, and, if these opportunities are adequately met, there will be enough margin of time and attention to give to the staples which must be added to make a well-rounded business. It is doubtful whether a book that can only be sold once in six months is a good thing for the bookseller, and yet it is the real store keeper who can judge when to discontinue it.

Standardized Prices

THE United States Chamber of Commerce, following the conference in Washington in February with the American Fair Trade League, has appointed a Conference Committee of three to meet with a similar committee of the Fair Trade League to consider a plan whereby the interest of the Chamber in standardized prices can be demonstrated. At the February conference, with nearly all the directors contributing to the discussion, all spoke in favor of the bill for retail price control. It was brought out from the discussion that the United States is the only country in the world where such rights are denied. The Fair Trade League is not backing any particular one of the four measures now pending, but is promoting the general principle involved in all of these. The costly and ineffective price war which is going on between Macy's and Hearn's in New York at the present time, at a loss to both interests and with no help to the public, gives added emphasis to the fact that such legislation is of real importance to the public as well as to the trade.

Notice

Copies of the Spring Announcement Number of the *Publishers' Weekly* (March 14th), bound substantially in cloth boards, will be supplied at 75c. a copy. A convenient form for this important index to the season's new books.

THE PUBLISHERS' WEEKLY.

New Stamps Ready in April

TWO new stamps are being prepared by the Post Office Department, a $\frac{1}{2}$ c. stamp and $1\frac{1}{2}$ c. stamp. The latter will bear the picture of President Harding, but the design of the former has not been decided. These stamps have been made necessary by the change in rates on third-class matter.

Publishers and booksellers will have to be careful in their mailing arrangements after April 15th, as all circulars will require $1\frac{1}{2}$ c. postage for each 2 oz., and the limit of weight in this class is now 8 oz. instead of the former 4 lbs. Catalogs, it should be carefully noted, can be still mailed at 1c. for 2 oz. This will include *Books of the Month*, the *Book Review*, and other catalogs of that class. The other changes that must be carefully noted are that all private post-cards will be 2c., tho the government post-cards will be still 1c., and on every package of parcel post an extra 2c. must be added after having estimated the rates at the current figure.

25th Annual Booksellers' Convention

Time: May 11 to 14.

Place: Chicago.

Reservations: Should be made now at the Drake Hotel.

General subject: More and Better Bookselling.

Program Committee:

Mrs. Josephine Greene.
Davis Dry Goods Co.

Entertainment Committee:

L. B. Vaughan.
T. J. Drake & Co.

Membership Committee:

Stanley G. Remington,
347 North Charles Street,
Baltimore.

A Book for

EASTER



Greetings

from

Easter Greeting Card

A VERY beautiful greeting card to be used in connecting books with Easter messages has been prepared by the National Association of Book Publishers and printed in color. This card can be had at \$1 per 100. Placing this card in with the window display will do much to connect the books shown with the idea of Easter giving, thus give practical aid for spring bookselling of religious and outdoor books.

From the same source can be had spring posters reproduced in card size, in four color process, at \$1.25 per 100. These are extremely attractive for use in preparing advertisements of outdoor books of any kind, can be enclosed in mail or used in displays. The same design in full poster size is being sent out to all the trade. The Promotion Committee has used for this purpose the very beautiful outdoor design by Mr. White which was painted for R. R. Bowker Co. for the cover of the catalog of "Books on the Out-of-Doors" which many booksellers are using. The painting is particularly successful in catching the spirit which can be conveyed by the literature of woods and fields, mountains and gardens.

Cross Word Puzzle Contest Awards

THE *Publishers' Weekly* announces the winners of its Cross Word Puzzle Contest.

Miriam Herron, Shelbyville, Ill., first prize of \$25.

Ward Macauley, of Macauley's, Detroit, second prize of \$15.

L. A. Eales of Bridgeport, Conn., the third prize of \$10.

There were so many interesting essays on the subject of "Book Epidemics—Why They Come and Go," that the task of judging was robbed of all its usual terrors. Many interesting essays had to be ruled out because of mistakes in the accompany-

ing puzzles. The puzzles were harder than they looked at first glance, apparently, and "octan" and "puron" proved to be the weak links in what was often a very handsome chain, to wit, an otherwise excellent set of answers together with a very nice essay. The judges all commented on the high quality of the answers, which were usually models of neatness.

We award the first prize to Miss Herron with great pleasure, however, for even out of answers of such high quality, her answer stood out for its well-made points and their charming presentation. The correct answers to the puzzles are given below.

I

P	L	U	G	S		B	O	O	K	S
R		S	E	L	L	E	R	S		I
I	S		M	O	O	R	E		H	M
N	O	D		O	U	T		T	A	O
T	R	O	O	P		H	E	A	R	N
	R	R	R			A	P	P		
R	O	A	C	H		G	R	E	E	T
O	W	N		E	R	A		D	R	Y
M	S		B	L	A	M	E		S	C
A		V	A	M	P	I	R	E		H
N	E	A	R	S		C	R	I	M	E

II

	P	U	B	L	I	S	H	E	R	
R	U	P	E	E		H	O	M	E	R
E	R		S	T	E	A	M		G	O
M	O	N	T	H		K	A	R	A	T
A	N	A		A	C	E		I	N	A
I		P	A	R	A	S	O	L		R
N	G	P		G	P	P		E	R	I
D	R	Y		I	E		S	E	A	
E	O		O	C	T	A	N		B	N
R	A	I	N	A		R	E	M	U	S
N	O	E	L		E	Y	E	S		

A	B	C		V	O	L	U	M	E	S		B	L	A
R	A	R	E		P	E	T	E	R		W	O	O	N
K	N	O	P	P		N	E	T		I	R	O	N	Y
	S	P	I	R	E	S		E	B	B	I	N	G	
D		S	C	A	R			R	I	T	E		Q	
E	P		A	T	O	M		B	E	D	E		C	U
S	E	L		T	A	L	O	N		S	A	R	A	
P	O	E		I	N	L	E	T		D	A	R		
O	N	T	O		C	O	B	R	A		S	E	N	T
T	S		C	O	I	N		S	N	O	W		E	O
S		O	T	I	S			O	A	E	P		S	
	S	P	A	S	M	S		A	S	T	E	R	N	
S	I	E	V	E		H	O	B		S	T	E	A	D
A	N	N	O		G	A	O	L	S		S	E	N	D
Y	E	S		N	O	W	H	E	R	E		N	A	S

III

Book Epidemics—Why They Come and Go

Awarded First Prize in Cross Word Puzzle Contest

By Miriam Herron

THE book epidemics which ravage a whole country are the result of the human imitative instinct, coupled with and encouraged by clever advertising on the part of publishers and booksellers. America is good ground for book fads, since the culture of the people is mobile and plastic, ready to embody new features which would not be adopted by an older and more conservative nation. Fashion increases in variability with the civilization of a people. The savage distrusts change, but the civilized man craves the mental stimulus of new and vivid impressions.

According to psychologists, the crowd imitates those of prestige until a fad or idea has spread to a certain proportion of the public. Then the operation is reversed—those higher up forsake the fad, and it gradually wanes until sooner or later it either dies out entirely or is merged with previous ideas and customs. So it was that certain highbrows took up the reading of spiritualism and later of psychoanalysis. Consequently books on those subjects became best sellers—and the intellectuals fled to Coué. The modes of the moment are for the crowd, while the few and distinguished choose their reading independently of what others are reading. However, the taste of the crowd is a reflection of what the leaders read six months before.

Variations in reading correspond with changes of humor, and these are the result of facts, great and small. The World War brought on an epidemic of war books which flooded the libraries and bookstores. As soon as the peace treaty was signed, war books were dead stock. Only recently has a normal interest in them returned. Margot Asquith's "Autobiography" started a fad for current society biography, preferably risqué. Every politician and court hanger-on donned the disguise of anonymity and proceeded to clean the dark corners of society. That sort of muck raking, fortunately, has lost favor, and we have returned to Walter Page, Mark Twain and sanity.

As a stimulant to the trade, book epidemics perform a very obvious function. They are fostered by publishers, authors, booksellers,—in fact, by all who live by the trade. Very often, advertising alone creates a fad or keeps it alive by constant emphasis. Of course, the successful publisher is the one who manages to choose the kind of book which happens to have time and place value. With this psychological appeal, a clever advertising campaign will put over an otherwise unnoticed book. Daisy Ashford and her "Young Visitors" received so much publicity that she was followed by the wonder child, Opal, and a whole host of other infant prodigies. E. M. Hull introduced the Sheik to literature, and his whole family followed, including his cousins and his aunts. O'Brien's success with South Sea books produced many imitators until they were finally silenced by that super-traveler, Dr. Traprock.

Book epidemics are not new. Fashion in all ages has controlled literature so that a poet or novelist is either the rage or forgotten. In mediaeval literature, the modes of allegory were highly esteemed. The modern taste for stark reality is in direct contrast to that fashion. In the later days of Greece, the study of Homer became an affectation. Dio Chrysostom tells of a visit made to a colony on what is now the Dnieper river in Russia in which nearly all could read the Iliad. The euphuists of the sixteenth century and Carlyle in the nineteenth century with his cant of "hatred of shams" inspired fads or poses in literature.

Styles in children's books likewise have undergone a change. It is a far cry from the time of Miss Edgeworth's moral tales of "Eyes and No Eyes" and "Waste Not, Want Not" to the Diamond Dick paper backs and the Elsie Dinsmore series beloved in our own childhood. Not any less variation is seen between the "safe" little-child-shall-lead-them stories of a few years ago, at which the modern child would mock, and "The Story of Mankind" or the "Roota-

baga Stories" which are now justly popular with juvenile readers.

To whom we are indebted for the crossword puzzle fad has not been exactly determined. Whether it proves to be Simon and Schuster or the New York *World*, at least we are grateful to the agency which has made household words of the "ort," the "oaf" and the "three-toed sloth." The puzzles have both the psychological appeal and the effective advertising; so they could not help becoming a mania. The crossword puzzle offers mystery at the beginning and promises victory at the end, therefore it is natural that few can withstand its lure. The publishers of crossword puzzle books, in league with dictionary and

thesauri publishers, have widely advertised. As a result, the newspaper of the smallest hamlet is not complete without its puzzle corner. Teachers use them to instruct our youth in such varied subjects as Latin and engineering. Ministers inveigle their congregations with a text concealed in cross-words. So far, few dissenters have arisen. Tho many come to scoff, they remain to puzzle. A writer in the *Literary Review* urges us to "return to the sterner interest of biography, history, and literature," but his is a voice crying in the wilderness. History ever repeats itself; so work your puzzles while ye may—the fad is not eternal. Shortly the crossword will be relegated to the limbo of ping pong and kewpies.

Book Epidemics—Why They Come and Go

Awarded Second Prize in Cross Word Puzzle Contest

By Ward Macauley

BOOK epidemics come because the herd instinct is very strong in the American people. The impulse to do what others are doing is almost irresistible. Ideas of right and wrong are often based upon matters of style and custom rather than upon a reasoned observance of the consequences of certain courses of action. The same motive that causes a man extreme embarrassment when he appears in a business suit on an occasion when the majority are in Tuxedos is the ruling cause behind every book epidemic, as well as similar fads or crazes in other fields.

The fact that humanity is subject to these sudden enthusiasms for certain things is evidenced by the use of the expression "the latest craze" or "the latest fad." The term "craze" in such a connection has a highly significant meaning. There are such "fads" or "crazes" in clothes, in jewelry, in music, in dancing, in art, in almost every form of human activity. How could it be expected that books and reading could escape the scourge of fadism?

It is only fair to say, however, that literary crazes, as far as individual books are concerned, are seldom so widespread as they were in the days when the furore of

"The Heavenly Twins," "Ships That Pass In the Night" and "Trilby" swept over the country. These books were talked about and discussed pro and con in a way that never happens to a book nowadays.

During a period that one of these books held public attention, comparatively little heed was paid to any other book. The craze swept over the country with the fierceness of a forest fire, and when its fury was spent, the book that caused all the excitement, was seldom heard of more. The public fancy seized upon something else to make it the plaything of an hour.

While crazes are seldom so all prevailing as in former days, they still exist, as we all well know, and it is really a curious phenomenon that of the books published in a given year, the public sets upon one and makes it the ruling favorite. Oftentimes the favored book is not of uncommon excellence, but it usually possesses some quality of freshness or originality. Faster than it would seem that news could travel, the craze for this favored book appears in various parts of the country, and everyone is talking about it. Not to have read it is the great social sin.

For the same reason, therefore, that a

man will not appear in a straw hat after a certain date or that a woman nowadays, will not wear a high-necked gown, so does everyone talk now of Coué, now of mah jongg, now of cross-word puzzles. It is another form of the "gang" spirit that is so well recognized by all workers among the young.

The reason for the waning of the craze, is equally easy to discover. It lies in the fact that we are unwilling to do anything in moderation. Cross word puzzles did not supersede either Coué or mah jongg. The great fad for Coué was destined to swift extinction regardless of whether another craze took its place or not. It was done to the death by over-enthusiasm—talked to death as it were. The most entrancing melody loses its charm if played over and over and so by overdoing, we quickly dull the edge of interest in any form of activity that has become a fad. And because we cannot be moderate, the fad that for a time monopolizes our attention after a while passes on to oblivion.

The Essay by the Winner of the Third Prize will appear in next week's issue.

Millions of Fords

“MY FORD, ITS CARE AND REPAIR” by Harold F. Blanchard has been published by the U. P. C. Book Company. One need hardly say that it offers almost limitless opportunity for quantity sale.

The Book Counselor

A NEW scheme for stimulating interest in books has recently been introduced by The Burrows Brothers in Cleveland. Mary Rennels, known as “The Book Lady of Cleveland” has been chosen by Burrows Brothers Company to act in the capacity of “Book Counselor” in its store, and to write a column each week in all the newspapers carrying Burrows advertising. Mrs. Rennels earned her title as “Book Lady” in the three years in which she had been doing publicity for fourteen publishers and the Korner and Wood and the Burrows Companies. Because of her connection with

the newspapers, Mrs. Rennels gets a great deal of free publicity for the store and for various authors.

One column headed “Mary Rennels Says” began—

“I’m still young and romantic enough to know it’s Valentine Day.

“But I have reminders! Just as things were slowing up a bit, along came Otto Kruger, handsome star playing at the Ohio Theatre this week in ‘The Nervous Wreck’



MARY RENNELS

“Planting him in my ‘Book Nook’ on the edge of the balcony we hid him behind 100 of the books that made the play. As he wrote his name on the fly leaf curious young ladies (and many older ones) wove in and around us to get a look at him.

“My suggestion is to bind one of these 75c autographed copies with a Valentine wrapper, tuck two seats for the play inside and smother it with flowers. It’s as good an expression of taste as of sentiment.”

Besides the newspaper columns, Mrs. Rennels, because of her following in Cleveland, is frequently consulted by aspiring writers, by book lovers, and by the author curious about the latest thing in fiction. She also, in her capacity as “Book Counselor”, speaks before all sorts of clubs, ministerial gatherings, normal school pupils and women’s city clubs, keeping Burrows Brothers before the people of Cleveland.

The Education of a Retail Sales Force

Recent Commerce Reports Bulletin Has a Complete Program

Part II

Effect on the Customer and the Community

THE results obtained by stores now conducting systematic training courses have proved that it is worth while from the viewpoint of the retailer. The store must logically take the initiative in training its employees to become expert salesmen, therefore this report is concerned chiefly with facts showing that every retailer needs a force trained in a way consistent with the highest standards for his particular kind of store.

The value of an efficient sales force, however, is not limited to the benefits which the store derives from it. The public will also profit by any systematic training of the sales force. Everyone in a civilized community uses merchandise sold in stores, and there are few who do not come in direct contact with sales clerks. Certainly it would be to the advantage of the retailer and the customer if all necessary information with regard to each book could be obtained from the clerk who sold the item. A reliable source of constructive information is valuable wherever found, and a sales force which understands what constitutes quality in books and which is instructed to tell the public what it is purchasing could well be considered a community asset. The retailer with such an intelligent personnel would be careful to carry stock which in reality represented "the best on the subject," the purchaser would become a satisfied customer, and many satisfied customers would grow into a pleased community. On the other hand, when a person is told "Oh, yes; this is the best book for your purpose," and that statement is based upon a wrong guess, the store may have as a result an "adjustment," no sale, a lost customer, and, with frequent repetitions of this occurrence, a dissatisfied community.

The community as a whole is never fully informed of the intricate technicali-

ties of what it buys and is willing to purchase dependable sales service. In other words, the consuming public will pay more for merchandise if there is a good reason for a higher price. As a matter of fact, it is doubtful if the customer actually pays as much for good service as for poor service. The nation-wide attempt to reduce retail prices thru the elimination of waste in distribution is a recognition of the fact that efficiency is economy; and the experience of retailers who are training their salesmen tends to prove that neither the store nor the public pays more for this service, inasmuch as the cost of training is more than offset by the economies brought about as a result of the efficiency of sales clerks.

A customer who thinks that books cost too much is apt to blame the retailer for the high price, without considering the many processes thru which they passed to the merchant for final distribution. The salesman with a keen appreciation of the retailer's problems may unconsciously do much toward preventing unjust charges of profiteering. One intelligent thought leads to another, and an honest, highly respected retailer with a well-trained sales force does not lack for tactful means of awakening the community to a realization that delivery of trifling purchases and the demand for a number of other unnecessary services is largely responsible for the high cost of living.

The benefit which the public receives from an educated sales force is, of course, the sum total of useful service rendered to customers by the various clerks. A merchant who intends to train his clerks will be likely to use great care in selecting employees. Given the necessary attributes in the raw material, a store should be able to develop a valuable salesman whose interest in the retailing business will be an incentive to keep well supplied with "store knowledge."

Benefit to the Sales Clerk

The salesman in a retail store which has put into effect a systematic training course for its employees shares in the advantages which the store and community derives from the education of a retail sales force. In addition to that which has been mentioned, the salesman receives special benefits, both direct and indirect. He profits thru his own opportunities for training and thru the progress made in the vocation which he has selected as a means of livelihood.

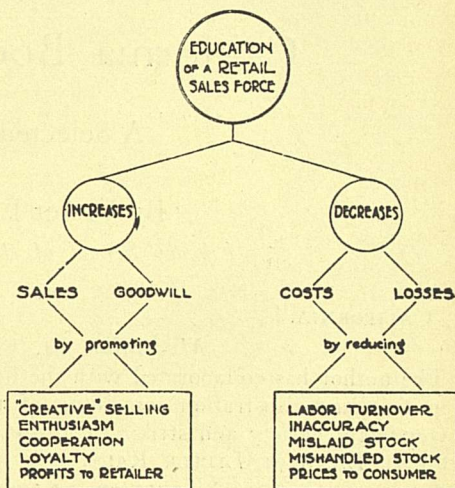
At one time little more was expected of a clerk than that he be able to find the book requested and read the price tag attached to it. The public attitude toward "just clerking" is being changed by the retailer's growing tendency to employ no one who has not a good preliminary education or who fails to show evidences of natural ability to indicate that he can be store trained into an educated salesman. With this condition generally prevailing, the store will attract the best type of person for selling, and the trained, expert salesman will be elevated to a position consistent with his increased value to the retailer, customer, and community.

Methods of Instruction in Use

In a small store the proprietor, manager, or some member of the firm will find many opportunities for controlling the training of the employees. There the educational work can be conducted quite as systematically and in many cases more successfully than in the large department stores. The small store can provide sales demonstrations and conferences at regular intervals to develop economical tendencies, enthusiasm, loyalty to the store, and general salesmanship efficiency. If the organization is not too large to make it possible for an executive to supervise personally the training given, the results may often prove more effective than the system established in a store which must hire an expert from the outside. The small store can carry out much the same training as is given to one personnel group in a large institution. Which type of store has the greater need for training its employees and the greater success in developing efficiency as a result of the educational program established depends upon many things, including the type

of clerks employed, personality of the director, method of training decided upon, and the zeal and determination with which "store education" is undertaken.

One of the newest developments in retail salesmanship training is the plan by which small stores are enabled to cooperate and secure for short periods the services of expert personnel supervisors at a relatively small expense. This plan is likely to be particularly satisfactory to retailers who have within their stores one or more salesmen particularly qualified to continue the work begun by the visiting expert.



The large stores have quite generally recognized the need of systematically educating the employees to greater efficiency in selling. Educational departments under a personnel director who has several assistants is now an established feature of the big stores, and as a result wasteful errors in salesmanship are being discovered and corrected. Groups of employees report to the classroom regularly for instruction in the subjects outlined for their benefit.

The length of time devoted to the instruction of beginners varies with the demands and policies of the store. Often beginners spend several entire days in the classroom. After this preliminary instruction the sales classes are usually held in the slack period of the morning. Whether the case, question and answer, or textbook method should be used can best be decided by the instructor in charge.

Advanced classes, provided for those who elect to continue their classroom education

after completing the preliminary training, are as a rule well attended. This indicates that the employees themselves realize the need of increased efficiency.

Lectures by executives and buyers, demonstration sales by fellow employees, and trips to museums and factories are used to supplement the teaching of the educational director. Systematic instruction usually ends with courses given in the classroom, but personal effort should be stimulated and material should be provided for

those who are capable and willing to continue their development. Experts from the outside, floor managers, and other experienced salesmen can in many ways instruct the clerks in continuing work begun in the classroom. House organs, reading lists, store libraries, review questionnaires, special salesmanship reports, clubs, and sales contests all have their value in arousing enthusiasm for cooperating in the store's success and the employee's education.

California Books for Travelers

A Selected Bibliography

By Violet Elizabeth Kohler

Library School of the University of Wisconsin

"CALIFORNIA."

By MARY AUSTIN

Macmillan, \$4.

The author has collaborated with the illustrator and has succeeded in conveying both in text and illustration something of the charms of the California landscape, the wonderful variety and striking contrast of scenery thruout the state.

"THE LAND OF LITTLE RAIN."

By MARY AUSTIN

Houghton, \$1.50.

"Describes with unusual fidelity the marvels of the desert, the strange birds and beasts and flowers, the Indian, the Greaser and the gold-hunter. Well illustrated."

—*Viewpoints of Travel.*

"CALIFORNIA COAST TRAILS."

By J. S. CHASE

Houghton, \$2.25.

"Describes a horseback and tramping trip along the picturesque and unfamiliar roads from Mexico to Oregon."—*Wisconsin Library Bulletin.*

"CALIFORNIA DESERT TRAILS."

By J. S. CHASE

Houghton, \$3.50

"Readable information on plant and animal life, with an eye to the beauties of the desert. Suggestive to travelers."—*A. L. A. Catalog.*

"CALIFORNIA TRAILS, INTIMATE GUIDE TO THE OLD MISSIONS."

Macmillan, \$2.50.

By TROWBRIDGE HALL

"The author follows the leading of El Camino Real, visiting the twenty-one missions along the way from San Diego to Sonoma. He supplies the background of history, legend and customs, recalling the lives of the padres and their Indian followers. The book is fully illustrated."—*Booklist.*

"CALIFORNIA, ROMANTIC AND BEAUTIFUL."

By G. W. JAMES

Page, \$3.50.

"A full and comprehensive view of California, the history, picturesque mission days, her mountains, coast, climate, cities, industries, etc. Many of the pictures are in color and there is a large folding map of the state and an index."—*Book Review Digest.*

- "IN AND OUT OF THE OLD MISSIONS OF CALIFORNIA." By G. W. JAMES
Little, \$4.50.
 "Treats fully the history, architecture, interior decoration and relics of twenty-one Franciscan missions, with a general discussion of their founding."—*A. L. A. Catalog.*
- "THROUGH RAMONA'S COUNTRY." By G. W. JAMES
Little, \$4.
 Gives the true history of Ramona's country, the life of the Indian villages that will add much to the interest of the tourist.
- "WONDERS OF THE COLORADO DESERT." By G. W. JAMES
Little.
 "Description of the desert, including an account of a journey down the overflow of the Colorado River to the Salton Sea."—*A. L. A. Catalog.*
- "CALIFORNIA, THE WONDERFUL." By EDWIN MARKHAM
Published by author, \$2.50.
 "Enthusiastic descriptions with much historical information and many quotations."—*A. L. A. Catalog.*
- "ON SUNSET HIGHWAYS." By T. D. MURPHY
Page, \$3.
 Motor trips about Los Angeles, San Francisco, Santa Barbara, San Diego and other parts of Southern California, with much readable description of sightseeing possibilities for motorists.
- "THE WHITE HEART OF MOJAVE." By E. B. PERKINS
Liveright, \$3.
 "Fascinating story of a journey up Death Valley made by two adventurous women and a guide. Written in an interesting and popular style."—*Wisconsin Library Bulletin.*
- "ROMANTIC CALIFORNIA." By E. C. PEIXOTTO
Scribner, \$3.50.
 "The record of a California artist's wanderings thru the parts of his native state least known to tourists. The chapter, 'Thru Brete Harte's Country,' is especially interesting. Illustrated from sketches and drawings by the author."—*Booklist.*
- "FIELD DAYS IN CALIFORNIA." By BRADFORD TORREY
Houghton, \$2.
 "Fifteen genial sketches, mainly on bird life in California, but including also chapters on the Grand Canyon, the Yosemite and the redwood grove near Santa Cruz."—*A. L. A. Catalog.*
- "FINDING THE WORTH WHILE IN CALIFORNIA." By C. F. SAUNDERS
McBride, \$1.50.
 "Small guide especially for tourists. Author knows the state well."—*A. L. A. Catalog.*
- "UNDER THE SKY IN CALIFORNIA." By C. F. SAUNDERS
McBride, \$3.
 "Describes easy camping expeditions in less known parts of California."—*A. L. A. Catalog.*
- "WITH THE FLOWERS AND TREES IN CALIFORNIA." By C. F. SAUNDERS
McBride, \$3.
 "Informal chats about old mission gardens, Indian uses of plants, characteristic garden flowers, etc. Much historical lore."—*A. L. A. Catalog.*
- "THE MOUNTAINS." By S. E. WHITE
Doubleday.
 "Describes a journey across California coast ranges. Chapters on equipment, choosing horses, the trail, the night wind, etc."—*A. L. A. Catalog.*

Trade Tools and How to Use Them

The Advantages and Use of Reference Books—Subject of Fourth Bookselling Course Lecture

"NO other industry or profession depends so much as bookselling on the tools of its trade," said Mr. Melcher in introducing Helen Bowlen of the Baker and Taylor Company, who delivered the fourth lecture of the Bookselling Course at City College, New York. Booksellers cannot begin to have in their heads the information called for every day. To attempt it would be foolish. But booksellers should know how to use the tools with which the American book-trade is so abundantly supplied. They should be able to give customers complete and satisfactory information about a book's various editions, publisher, price, etc. If it is out of print they should know it.

Miss Bowlen, who spoke on the use of reference books, said that mis-statement of request was one of the most frequent and annoying "catches." Inquirers will ask for a book under a sub-title, or give the illustrator as the author. Because of this, several sources of information are often necessary.

"The United States Catalog," 1912, and Supplements, 1912-1917, 1918-1921, and 1921-1924, are the most complete informers. They are indexed by the author (his own name rather than his pseudonym), by title and by subject. The United States Catalog, tho, of course, quoting for most titles pre-war prices, is the most valuable of the trade tools. Then there is the *Cumulative Book Index*, the "Publishers' Trade List Annual," a compilation of the catalogs of American publishers and the *Publishers' Weekly*, which has a weekly record of new publications and four quarterly indexes of forthcoming books which are in constant use.

Customers often ask for a book containing a certain poem or containing a short story not indicated in the title and to meet this need booksellers should know, and own, if possible, Edith Granger's "Index to Poetry and Recitations," Eastman's "Index to Fairy Tales," Firkin's "Short Story

Index," Wheeler's "Dictionary of Noted Names in Fiction" and Logasa and Ver Nooy's "Index to One-Act Plays."

For general information there are Chambers's "Biographical Dictionary," C. K. Adam's "Manual of Historical Literature," Allibone's "Dictionary of English Literature and British and American Authors," Larned's "Literature of American History," Baker's "Guide to Historical Fiction," "Who's Who in America," Oscar Adam's "Dictionary of American Authors," and the "Dictionary of National Biography."

The Publishers' Circular, with weekly and monthly lists, Whitaker's "Reference Catalog" and the "English Catalog," together with "Who's Who" should cover pretty well any information asked for about English books or authors.

Finally there are two books which should be a part of every bookseller's library because of the general information they provide, "The Bookman's Manual" by Bessie Graham, the basis of which was her course in book salesmanship and John Holden's "The Bookman's Glossary," a compendium of information relating to the production and distribution of books.

"Reference work is not a burden," said Mr. Melcher, in closing the lecture. "It's a game, a hunt, and the harder the book is to locate the more interested you become and the more fun you get out of it. It's a necessary part of bookselling—an obligation a bookstore has, not only to the customer, but to the author who wrote the book."

Literary Gossip on the High Seas

ARRANGEMENTS have been made by the American Library in Paris for the publication of a page of literary gossip in *L'Atlantique*, distributed on the boats of the Compagnie Transatlantique; in *The Ocean Post*, distributed by the Holland-American line; and in the *Chicago Tribune Ocean Times*, distributed by the U. S. Shipping lines.

Book Market Tips

THE Lakeside Press of Chicago has very generously agreed to donate the printing of the Convention program, and William A. Kittredge, one of the best typographers in the country, is to design its printing.

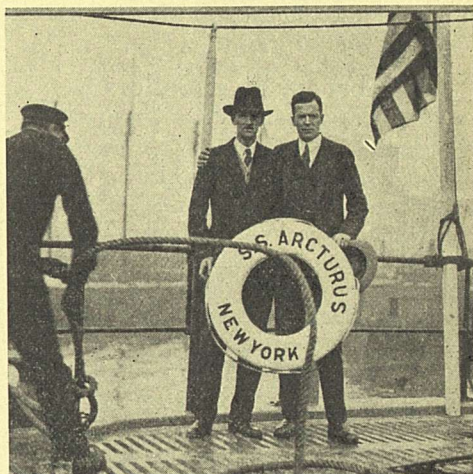
EVERY CITIZEN who has served or will serve on a jury should find a deal of information and interest in "Impressions of an Average Jurymen" by Robert Stewart Sutcliffe, Appleton.

A NEW AND REVISED EDITION of Louis D. Brandeis's "Business a Profession" has just been published by Small, Maynard.

THE LATEST CROSS WORD PUZZLE TOOL to be published is entitled "Words to Aid the Puzzled" (Holt). Many of its features will find approval from cross word puzzlers. It is divided into groups according to the number of letters in the word sought, so that one can turn to the three, four or seven letter group, as the case may be. Each group is alphabetized according to a given definition or synonym.

ANOTHER INTERESTING BOOK list at this time comes from the Carnegie Library of Pittsburgh, "Books on City Planning," prepared in connection with the city planning exhibition at the Carnegie Institute during March. The list is brief, fully annotated, and especially interesting in the spring season.

MILTON WALDMAN, associate editor of the London *Mercury*, is publishing, thru Holt, a book called "Americana," perhaps the first authentic volume in this field. He gives a history of the important material, including the letters of Columbus and original documents of the explorers. The wanderings of many of the early books are traced before they came to their museum home. There is also a chapter on American printing and a discussion of early maps reproducing some which have never before been printed. This should be an important book for both the bookseller and collector.



WILLIAM BEEBE, heading the New York Zoological Society expedition aboard the *Arcturus* in the Sargasso Sea, is to write a new book for Putnam's, based on material collected during this voyage. The book is to be called "Sargasso," a companion volume to his former book, "Galapagos." From the author's newspaper accounts of the expedition so far, many weird and hitherto unknown specimens have been discovered.

GILBERT SELDES' "The Seven Lively Arts," published last year by Harpers, is to be staged at the Hotel Roosevelt on April 1st. Mr. Seldes and Mr. Leighton Rollins have prepared a program based on the lively arts as defined in Mr. Seldes' book. Among the artists to appear on the program are: Elsie Janis, Fannie Brice, Vincent Lopez and his orchestra, Rube Goldberg, Ralph Block, George Gershwin, Covarrubias, W. C. Fields, Ray Dooley, Robert Benchley, Evelyn Law and Albert Carroll.

IN THE MARCH NUMBER of the *Survey Graphic* is an extremely interesting collection of articles on the negro and his contribution to American civilization as seen in Harlem, New York. The number contains a valuable book list of different phases of the negro question.

Censorship Bill Killed

THE so-called "Clean Books Bill" sponsored in the New York State legislature by Justice Ford and introduced by Senator Love failed in committee on March 17th by an adverse vote of 9 to 2.

February Best Sellers

LOOKING at the February returns on best selling books, only a few interesting changes are noticeable. "The Little French Girl" shows no danger of leaving first place, while "The White Monkey" at 2nd place and the "Green Hat" at third seem equally strong. With the motion picture version of Zane Grey's "The Thundering Herd" enjoying a great success all over the country, the novel should be assured of retaining or improving its present place at four. "So Big" has advanced from sixth to fifth place and sixth place has been taken by "The Divine Lady." This title has been selling inconspicuously but steadily for several months. "The Inevitable Millionaires" at seventh place has jumped two points above last month. On the other hand "A Passage to India" has dropped two points from seventh to ninth place. "Orphan Island" one of the few 1925 books on the list starts off at tenth place and has good possibilities of improving.

"Cross Word Puzzles" still lead non-fiction titles, followed in order by "Diet and Health", "The Autobiography of Mark Twain" and "The Boston Cooking School Book." Then appears the new Bok volume "Twice Thirty", which offers the most interesting change among non-fiction titles, having advanced from twelfth to fifth place. The mammoth publicity received by Will Rogers from many sources, appears to aid the sale of "The Illiterate Digest" which advanced from seventh to sixth place. William Allen White's "Woodrow Wilson" continues to be one of the most popular books on the ex-president. It has climbed from eleventh place last month to seventh this month. "Ariel" for many months high up on the list dropped from fourth to eighth place; still it should be a good stock item. Harry Emerson Fosdick is unquestionably a man whose books appeal. "Modern Use of the Bible," is back with the first ten, this time at ninth place. "Saint Joan" brings up the rear.

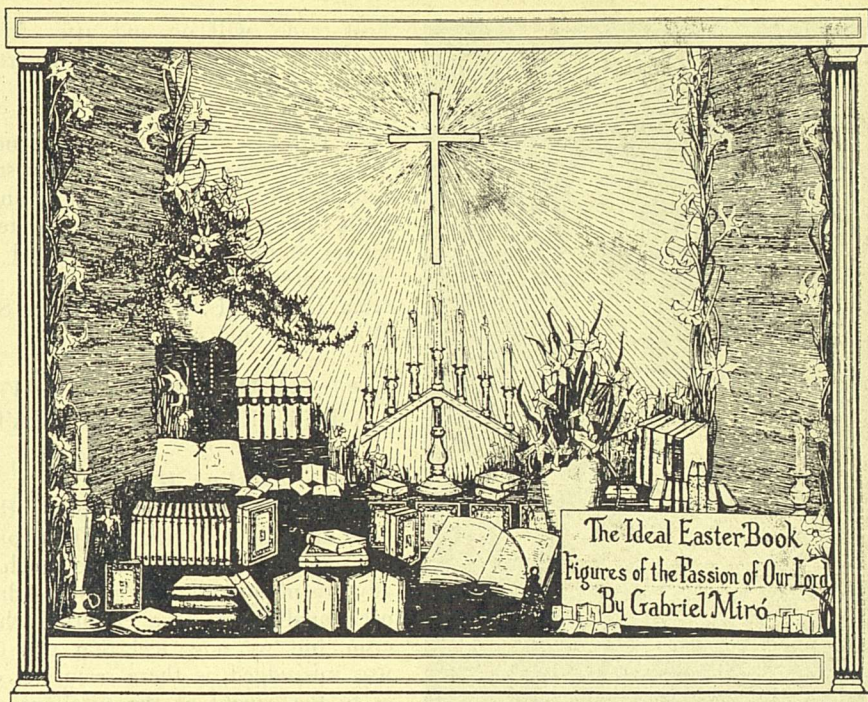
Easter Window Displays

ON the opposite page are plans for two Easter window displays for the book-seller, which are both very attractive and easy to arrange. One has been designed by Knopf, for a new spring book "Figures of the Passion of Our Lord" by Gabriel Miró. The background should be lavender crêpe paper or cheesecloth, and have a gold cross against it. The side walls are of purple crêpe or cloth, the edges decorated with crêpe paper Easter lilies. The vases should be yellow or green to carry out the color scheme effectively. The step can be easily made of boxes or shelves and should be covered with purple. Almost any type of candlestick can be used, brass, silver, colored glass and either colored or plain white candles. The seven branched candlestick can be made easily of painted wood. The window should not be overloaded with books, but a careful selection should be made.

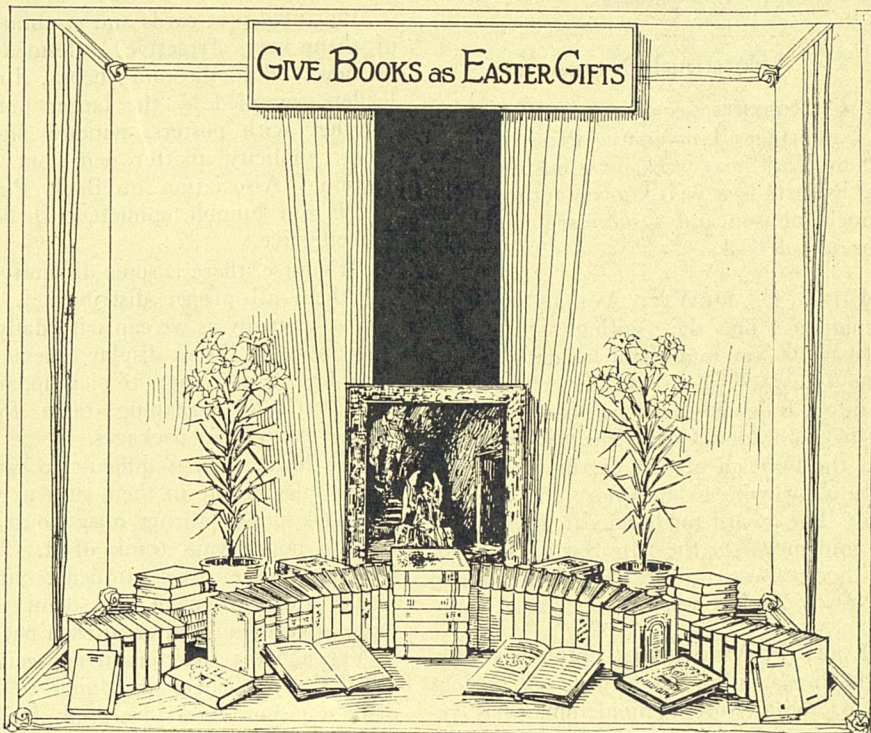
The second window was designed by the Dennison Manufacturing Company. The center of the window is open and the background at the left and right is covered with Dennison crêpe No. 22 violet, or the back may be left completely open. The sides and base of the windows are also covered with No. 22 crêpe paper. Dennison crêpe No. 61, light amber, is draped from the top of the window to the base in the background indicated, and tubes of Dennison crêpe No. 22 are also from the top of the window to the base and near the center. The margins of the window are covered with tubes made of No. 61 Dennison crêpe, light amber. Light amber tubes are also extended at the sides as shown.

American Books in England

THE question of the possible market for American authors in England is often discussed. The current catalog of one London publisher, Jonathan Cape, shows that he has listed, in his short career as publisher, ninety-two books of American origin, including the books of Eugene O'Neil, Sinclair Lewis, Dorothy Canfield, Sherwood Anderson, Herman Melville, H. L. Mencken, Fannie Hurst, Joseph Anthony, Louis Untermeyer, Lucy Fitch Perkins and Harvey O'Higgins.



TWO EASTER WINDOWS FOR THE BOOK SHOP



FOR DESCRIPTIONS SEE OPPOSITE PAGE



S. C. ROBERTS

Personal Notes

S. C. ROBERTS, secretary of the Syndics of Cambridge University Press, arrives in New York next week for a business trip. Mr. Roberts is a well-known authority on Samuel Johnson and a successful producer of beautiful books.

WHEN F. DEWITT WELLS and his companions on the sailing trip from Norway to Newfoundland, as described in "The Last Cruise of the Shanghai" (Minton, Balch & Company) were wrecked on the Labrador Coast, they were saved thru the heroism of one of the crew, Ask Bryndelson, who swam ashore and brought help. The award for heroic life-saving and the gold medal of the Life Saving Benevolent Society were given him at a meeting in New York last week.

HARRY F. MACILVAIN, latterly known as the manager of the George W. Jacobs & Co. retail store, Philadelphia, has resigned from that position. Mr. MacIlvain, known as both an efficient bookman and a prominent member of the Philadelphia

book-trade, will on and after March 30 become manager of the book department of Hahne & Co., Newark, N. J.

A DINNER OF HONOR was tendered to Percy Mackaye, poet and dramatist, on the occasion of his fiftieth birthday on March 16th. John Erskine was toastmaster at the dinner at the Authors' Club, and Don C. Seitz presided. Tributes were received from Charles E. Hughes, Irvin S. Cobb, Bliss Perry and others.

Communication

A LETTER OF APPRECIATION

March 6, 1925.

Editor, *Publishers' Weekly*:

For the past ten years or so there has been more or less criticism of the publishers for sending to booksellers so much printed advertising matter. We must admit that occasionally we have endorsed this criticism, but we now feel that this criticism was misjudged as there seems no question as to the benefit of the excellent publicity given to books for the bookseller by the publisher.

Imprinted post-cards and circulars (most of them very attractive) salesmen's helps on new and forthcoming books, illustrated leaflets, supplied by the larger publishers, together with posters, window signs and other publicity matter sent out by the National Association of Book Publishers are, in our humble opinion, both beautiful and effective.

Of course, there is some difficulty in giving them all proper distribution, but we enclose as many as we can with daily letters and monthly lists, display them in our store for the customers to pick up, and place them on our wrapping table for sales people to wrap in packages.

The latter plan is difficult to carry out, as the sales people in their rush to wait on the book buyer during busy hours of the day do not always think of it. We are hoping, however, by continued reminders to induce them to make it a point to place more advertising matter in each package.

The above is written in appreciation of what the publishers are doing to help us distribute more books, we think their efforts should be acknowledged.

McDevitt-Wilson's, Inc.,
RALPH WILSON.

Changes in Price

OXFORD UNIVERSITY PRESS

Oxford Standard Authors:

Venetian Morocco, now nett \$5.00.

Lambskin, now nett \$5.50.

Persian Morocco, now nett \$6.00.

Oxford Shakespeare, 1 volume, Rutland, now nett \$7.50.

Oxford Shakespeare, 3 vols., Venetian Morocco, now nett \$16.00.

Obituary

WILLIAM H. STEVENS

WILLIAM H. STEVENS, for twenty eight years a valued member of the staff of Loring, Short & Harmon, Portland, Me., died March 7. He acquired stock in the firm, and, when a corporation was formed, became a director. Mr. Stevens was 70 years of age and was a member of the Maine Historical Society, the Portland Club, and the Maine Charitable Mechanics' Association. He is survived by his wife, a son, Howard R. Stevens, and a brother, Dr. Edward F. Stevens of Seattle.

LAWRENCE BRAINERD

LAWRENCE BRAINERD died in Boston on March 12th. He was a well-known writer in the genealogical field and on historical matters. He was born in 1878, graduated from Harvard in the class of 1900.

Women's National Book Association Meets

THE Woman's National Book Association held its March meeting on the 17th at the National Arts Club. The speakers were: Sophia Cleugh, author of "Matilda, Governess of the English," who related many amusing reminiscences of a lover and writer of books; Erick Berry, illustrator of "The Pinky Pup" and "The Empty Elephant," who has just returned from Africa and had many interesting things to say; Jo Pennington, author of "How to be Rhythmic," who explained the principles of Dalcroze; and Grace Tremere, executive secretary of the Association of Canadian Bookmen, a recently formed organization of Canadian book publishers. Miss Tremere came to New York to study the principles behind the organization of the National Association of Book Publishers. She has become very much interested in the Woman's National Book Association, and hopes to start a similar organization in Toronto.

HAMILTON PUBLIC LIBRARY

Hamilton, Canada,

March 13, 1925.

Editor, *Publishers' Weekly*:

Librarians using the *Publishers' Weekly* might be interested in the following which possibly might be considered as showing one line of Adult Education along which librarians might work; a busy mother recently sent her small daughter to the library with a slip of paper bearing the following request, "Please send me any books by the following authors: Weader, All Kane, Marakralia."

EARL W. BROWNING, *Librarian*.

Business Notes

BROOKLYN, NEW YORK.—The Community Book Shop has been opened by Morris Kirshner at 506 Sutter Ave.

CAMBRIDGE, MASS.—The Book Collectors' Service Bureau is a new organization with headquarters at 7 Ware Street. It is conducted by H. Stanley Marcus, a Harvard student,

DENVER, COLO.—Adair's Bookstores, announce the purchase of the Old Colony Bookstore of this city. This makes the third Denver store for this firm. The above stores are in charge of R. C. Adair and are branches of the Minneapolis store.

LOS ANGELES, CAL.—Technical Publishing Company has moved from 333 South Main Street to 280-81 I. W. Hellman Building.

NEW YORK CITY.—The Magic Carpet Book Shop, established last fall by Mrs. Waldo Richards, has been moved to larger quarters at 7 East 54th Street. This new shop is in a business section, while the first arrangements were in an apartment house which did not allow for any display windows or signs. Mrs. Richards has had many interesting methods of developing her relations thru the many friends who have known her thru her books and lectures.

NEW YORK CITY.—Gertrude Uhr has opened the Concourse Bookshop at 1362 Grand Concourse.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, A. B.

Economics of business cycles. 263p. D '25 N. Y., McGraw-Hill \$2.50

Alger, Joseph, and Nash, Ogden

The cricket of Carador; il. by Christopher Rule. 174p. il. (col. front.) D c. Garden City, N. Y., Doubleday \$1.75
A story for children of all ages who like whimsical nonsense.

Altfeld, Emanuel Milton

The Jew's struggle for religious and civil liberty in Maryland. 219p. front. (por.) O '24 Balt., M. Curlander, 14 W. Saratoga St. buck. \$3

Anderson, Howard E.

Gospel romance in the huts of the Punjab. 133p. il. D [c.'25] N. Y., Revell \$1.25
Sketches of missionary activity in the villages of northwest India.

Andrews, Mary Raymond Shipman [Mrs. William Shankland Andrews]

Pontifex Maximus. 73p. D c. N. Y., Scribner bds. 75 c.
A short story laid in Italy by the author of "The Perfect Tribute."

Annett, Edward Aldridge

Psychology for Bible teachers. 253p. (bibls.) S (Life & religion ser.) c. N. Y., Scribner \$1.50

Armfield, Constance Smedley, i.e., Anne Constance [Mrs. Maxwell Armfield]

The unholy experiment; a novel. 319p. D '25, c.'24 N. Y., Dial Press \$2
A novel, dealing with the problems of marriage, which includes the reactions of a cultured Englishwoman to America.

Auxilium; a help to the understanding of the ceremonial of the church, in Latin and English, with an appendix of familiar prayers; comp. by a sister of charity. 329p. (1 p. bibl.) il. T [c.'24] N. Y., F. Pustet \$1

Ayrinhac, Bp. Henry A.

Constitution of the church, in the new code of canon law (Lib. II., Can. 215-486) 378p. D c. N. Y., Blase Benziger, 98 Park Pl. fab. \$3

Ballin, Hugo

The broken toy. 279p. D [c.'24] N. Y., W. J. Watt, 601 Madison Ave. \$2
A novel by a well known motion picture director.

Barbour, Ralph Henry [Richard Stillman Powell, pseud.]

Bases full! 276p. front. D c. N. Y., Appleton \$1.75
Three young fellows at Wyndham school combine their brains and athletic abilities with great results for the baseball season.

Barton, Walter E., and Browning, Carroll W.

Federal income and estate tax laws, correlated and annotated; 2nd ed. various p. D '25 Wash., John Byrne & Co. buck. \$10

Bates, A.

The modelmaker. 116p. il. D '24 N. Y., Spon & Chamberlain \$1.50

Beecher, Henry Ward

Twelve lectures to young men on various important subjects. [new ed.] 312p. D [c.'79] N. Y., Doran \$1.50

This was originally published by D. Appleton & Co.

Bell, Walter George

The great plague in London in 1665. 386p. il. O [c.'24] N. Y., Dodd, Mead \$5

Bernhardt, Sarah

The art of the theatre; tr. by H. J. Stenning; preface by James Agate. 224p. D '25 N. Y., Dial Press \$3

A handbook for the actor, which the author was preparing just before her death.

Blake, Clinton Hamlin, jr.

Acquiring a home. 305p. D '25, c. '23-'25 Garden City, N. Y., Doubleday \$2

The author who is a specialist in architectural law, has explained clearly the legal points any one ought to know before building a house.

Babbitt, Harold E.

Tests on the hydraulics and pneumatics of house plumbing. 8op. il. O (Engin. exper. station, bull.

143) '24 Urbana, Ill., Univ. of Ill. pap. 40 c.

Buyers' guide for silks and ribbons. various p. map S [c.'24] N. Y., Clifford & Lawton apply

Bond, Fred G.

Flatboating on the Yellowstone; [from a manuscript in the N. Y. Public Library]. 22p. il. Q '25 N. Y., N. Y. Public Library
pap. 25 c.

Boyd, Ernest Augustus

Studies from ten literatures. 341p. O c. N. Y., Scribner \$3
Literary essays on the foremost modern writers of France, Spain, Italy, Portugal, Switzerland, Germany, Poland, Scandinavia and Canada.

Boyd, Thomas A.

Points of honor. 337p. D '25, c. '23-'25 N. Y., Scribner \$2
Stories about men in war, nearly all dealing with their varying ideals of honor, by the author of "Through the Wheat."

Bradford, Gertrude A.

The subconscious mind, how to reach and arouse. 170p. D '24 Holyoke, Mass., Elizabeth Towne Co. \$1.50

Brower, Harriette Moore

What to play—what to teach. 281p. D [c. '25] Phil., Theo. Presser Co. \$2
"An annotated outline of the pianoforte material arranged in program form, from the first beginnings to the work of the great pianists."

Brown, Richard E.

Alternating current problems. 95p. diags. O '25 N. Y., Wiley \$1.25

Bruce, Harold Lawton

William Blake in this world. 234p. (8p. bibl.) il., diagr. D [c. '25] N. Y., Harcourt bds. \$2

A biography of the mystical poet and painter, and an illuminating commentary on his work.

Buck, Mitchell Starrett

Afterglow; pastels of Greek Egypt 69 B.C.; preface by Arthur Machen. 97p. D '24 c. N. Y., [Frank Maurice, Inc., 15 W. 37th St.] bds. \$2

Prose sketches embracing a range of character from the father of Cleopatra down to a simple shepherd girl.

The life of Casanova from 1774 to 1798; a supplement to the memoirs. 128p. (2p. bibl.) front. (por.) D '24 c. N. Y., [Frank Maurice, Inc., 15 W. 37th St.] bds. \$2

The life of the last twenty-four years of the eighteenth century adventurer, drawn from the work of J. F. H. Adnesse and other sources.

Byrne, Donn, i.e. Brian Oswald Donn

O'Malley of Shanganagh. 207p. il. nar. D [c. '24, '25] N. Y., Century \$1.25

An uncommon romance, with Ireland the scene, by the author of "Messer Marco Polo."

Cattànès, Hélène

Causons un peu; conversations and discussions in French. 286p. D c. Garden City, N. Y., Doubleday \$1.50

Clark, Marguerite Dixon

Wind free [verse]. 64p. O '24 Portland, Me., Mosher Press bds. \$2

Clarke, Crichton

Fields of faith; a study in comparative religion [verse]. 64p. O [c. '24] N. Y., Macoy Pub. Co., 45 John St. bds. \$1

Cloud, Dorothy M-P.

The culture of perennials. 284p. il. D c. N. Y., Dodd, Mead \$2.50

In part I, the all-important preliminary steps for successful garden making are considered; part II is devoted to the cultivation of the leading perennials.

Cole, Charles B.

Elements of commercial law; ed. by Thomas Conyngton. 398p. (2p. bibl.) D [c. '25] Bost., Houghton \$1.48

Coman, Katharine

Economic beginnings of the far west; how we won the land beyond the Mississippi. 469p. (28p. bibl.) il., maps. D '25 c. '12 N. Y., Macmillan \$5

This work was formerly published in two volumes, "Explorers and Colonizers" and "American Settlers."

Compton's pictured encyclopedia; 10 v. various p. il. (pt. col.) maps diags. O [c. '24] Chic., F. E. Compton & Co., 58 E. Washington St. buck. \$59.50

Cook, William W.

The principles of corporation law. 859p. (bibl. footnotes) O c. Ann Arbor, Mich., Lawyers Club, Univ. of Mich.

limp lea. \$2.50

D'Aureville, Jules Barbey

The diaboliques; tr. with introd. by Ernest Boyd, and an essay by Sir Edmund Gosse. 299p. O (Blue jade lib.) c. N. Y., Knopf \$3

Dawson, William James

The autobiography of a mind. 341p. front. (por.) D [c. '25] N. Y., Century \$2
An interpretation of the events of his life in their relation to his character by the pastor emeritus of the Old First Church in Newark, N. J.

Collins, Sewell

"Help—Help!" a farce in one act. 24p. S. (French's acting ed., no. 2635) c. '23 N. Y., S. French
pap. 30 c.

Current facts on city school costs. 63p. (2p. bibl.) diags. O (Research bull., v. 2, nos. 1 & 2) '24 Wash., D. C., Nat'l Educ. Assn., Research Div. apply

Decker, George P.

America Europeanized. 17p. front. (por.) O (Researches & transactions of N. Y. State Archeological Ass'n, Lewis H. Morgan Chapter, v. 5, no. 1) '25 Rochester, N. Y., Lewis H. Morgan Chapter
pap. 75 c.

de Freminville, Charles, and others

Critical essays on scientific management. 92p. Q (Bull. of Taylor soc., v. 10, no. 1, pt. 2) '25 N. Y., Taylor Soc., 29 W. 39th St. pap. apply

Cameron, George

The lost collar button; a comedy in one act; rev. by George Hoey. 18p. D (Internat'l copy-righted ed., no. 489) c. '24 N. Y., S. French
pap. 30 c.

Cannon-ball tree, The; the money-pots. 8p. il. O (Dept. of botany, leaflet no. 6) '24 Chic., Field Museum
pap. 10 c.

Clark, Elmer Talmage

The Latin immigrant in the South. 57p. il. D (Homeland ser., no. 3) '24 Nashville, Tenn., Cokesbury Press apply

Cockerell, T. D. A.

Plant and insect fossils from the Green River Eocene of Colorado. 13p. (bibl. footnotes) il. O (No. 2556, Proceedings of U. S. Nat'l Mus.) '25 Wash., D. C., Govt. Pr. Off.; Supt. of Doc. pap. apply

De Casseres, Benjamin

Mirrors of New York. 221p. O [c. '25]
N. Y., Joseph Lauren bds. \$3
Short humorous sketches in which New York is
glorified and satirized.

Denny, Walter B.

The four gospels and the Christain life.
205p. diagr. D [c. '25] Bost., Pilgrim Press \$1

Dercum, Francis Xavier, M.D.

The physiology of mind; an interpretation
based on biological morphological, physical
and chemical considerations; 2nd ed. 287p.
(bibl. footnotes) D '25, c. '22, '25 Phil.,
Saunders \$3.50

Dingman, Charles F.

Accounting and business methods for con-
tractors. 171p. S '24 N. Y., McGraw-Hill
flex. cl. \$2.50

Dogherty, Marian A.

Literature in the schools; how to present
poetry and make book lovers. 183p. D c.
Bost., Little, Brown \$1

Douglas, Norman, i.e. George Norman

South wind. 447p. S (Modern lib.) [c. '25]
N. Y., Liveright lea. 95 c.

Dunbar, Aldis

The light bearers; stories of old Greece.
194p. il., map D [c. '25] Chic., Beckley-
Cardy 80 c.

Emanuel, V. R.

Middle years. 332p. D c. N. Y., Minton,
Balch \$2

Henry Carthew, an average American man in an
average suburban community, finds himself very much
at odds with the humdrum round of daily existence,
and makes himself a little ridiculous in his muddle-
headed effort to escape.

Emery, J. Inman

The Tiger of Baragunga. 369p. D c. N. Y.,
Putnam \$2
A mystery story of violence, trickery, deceit and
the dark ways of the Orient.

Epstein (Jacob) 32p. il. O (Contemporary
British artists) '25 N. Y., Scribner bds. \$2

Ervine, St. John Greer

Alice and a family. 276p. D (75c. lib.) '25,
c. '15 N. Y., Macmillan 75 c.

Eyton, John Seymour

Jungle born. 308p. il. D [c. '25] N. Y.,
Century \$2

The story of a human boy brought up by apes, in
an Indian jungle. By the author of "Expectancy."

Fenby, Thomas

Handy dictionary of English synonyms
alphabetically classified; a selection of Latin
and French quotations and corresponding

English translations; a list of French and
English abbreviations; a brief outline of
English grammar. 4th ed. 279p. S '24 Phil.,
McKay \$1

Fielding, A.

The Eames-Erskine case; a detective novel.
244p. D c. N. Y., Knopf \$2
The mystery of the death of an American, Reginald
Eames, in a London hotel.

Forbis, John F.

The Shakespearean enigma. 342p. O [c.
'25] N. Y., Amer. Lib. Service \$4.50

Fourneau, Ernest

Organic medicaments and their prepara-
tion; tr. by W. A. Silvester. 272p. O '25
Phil., Blakiston's \$4.25

Francis, A. L., and Tatum, H. F.

Martial's epigrams; translations and imita-
tions. 253p. diagr. D '24 N. Y., Macmillan
\$2.50

Frederick, Justus George

Book of business standards. 209p. D c.
N. Y., [Frank Maurice, Inc., 15 W. 37th St.] \$2

A compilation of business codes and standards pub-
lished under the auspices of the Commercial Standards
Council.

French, Allen

The day of Concord and Lexington; the
nineteenth of April, 1775. 308p. (12p. bibl.)
il., maps O c. Bost., Little, Brown \$4
An account of a famous day in American history,
based on contemporary documents and stories of eye-
witnesses, which brings to light much new material.

Gannon, Clell Goebel

Songs of the bunch grass acres. 96p. il. D
[c. '24] Bost., Badger bds. \$2
Western verse illustrated by the author.

**Goode, Clement Tyson, and Shannon, Edgar
Finley**

An atlas of English literature. 136p. maps
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Maps of places associated with English literature
and the lives of its authors, arranged chiefly accord-
ing to historical periods.

**Goodwin, Philip Lippincott, and Milliken
Henry Dorthot**

French provincial architecture; as shown
in various examples of town and country
houses, shops, and public places, adaptable to
American conditions; lim. ed. no. p. il. F
'25 N. Y., Scribner bds. \$20

Halévy, Daniel

Vauban, builder of fortresses; tr. by Major
C. J. C. Street. 256p. front. (por.) O '25
N. Y., Dial Press \$2.75

The biography of a Marshal of France in the age of
Louis XIV, skilled in the art of fortification.

District of Columbia. Supreme Court

Rules of the Supreme court of the District of
Columbia, adopted 1924. various p. O '24 Wash.,
D. C., Law Reporter Pr. Co. apply

Doran, Marie

That orphan; a comedy in four acts. 96p. D
(Internat'l copyrighted ed. no. 488) c. '24 N. Y.,
S. French pap. 30 c.

Fischer, Nellie L.

Educatin' Mary; a rural play in one act. 21p. S
(Amateur ser.) [c. '24] Chic., T. S. Denison
pap. 25 c.

Ford, Harriet

The bride; a comedy in one act. 21p. D c. '24
N. Y., S. French pap. 50 c.

Halsey, Frank Davis, comp.

A handbook of style of the Princeton University Press. 96p. D '25 Princeton, N. J., Princeton Univ. Press pap. \$1

"Being a few more or less simple rules for the guidance of proofreaders and compositors, with a preface especially directed to authors."

Harrison, George Bagshaw

The story of Elizabethan drama. 134p. (2p. bibl.) il. D '24 N. Y., Macmillan

bds. \$2

An introduction to a great period in English literature.

Hembdt, Phil Harold, and Webster, Clarence Mertoun

An analysis of prose style. 261p. D [c. '24] Battle Creek, Mich., Shaw Pub. Co. \$1.75

The prose of great English writers analyzed for students.

Heyer, George

The retrospect of François Villon; being a rendering into English verse of Huitans I to XLI, of Le Testament and of the three Ballades to which they lead. 60p. D '24 N. Y., Oxford \$1.50

Hind, Charles Lewis

Days in Cornwall [new ed.] 374p. il. (col. front.) map D [n.d.] N. Y., Brentano's, \$3

Hobson, Robert Lockhart

The later ceramic wares of China. 184p. (1p. bibl.) il. (pt. col.) Q '25 N. Y., Scribner buck. \$30

Text and numerous illustrations on the blue and white, famille verte, famille rose, monochromes, etc., of the K'ang H'si, Yung Ch'eng, Ch'ien Lung and other periods of the Ch'eng dynasty.

Hulley, Lincoln

The Eloise chimes; carols on the nativity, passion and resurrection of Our Lord Jesus Christ; priv. pr. 75p. D [c. '24] [DeLand, Fla., E. O. Painter Pr. Co.] \$1

Hume, Fergus W.

The blue talisman; a detective story. 320p. D [c. '25] N. Y., Clode \$2

The mystery of the murder of a South African missionary living in London.

Hutt, Frank Walcott, ed.

A history of Bristol county, Massachusetts; 3 v. 823p. il. Q '24 N. Y., Lewis Hist. Pub. Co. buck. \$32.50

Jackson, William Marvin

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Vocational guidance for students from a study of business as a whole.

Hopkins, Henry Powell

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Johnson, Larry E.

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Jones, Franklin Turner

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Joad, C. E. M.

Introduction to modern political theory. 128p. il. D (World's manuals) '24 N. Y., Oxford \$1

Jordan, Elizabeth Carver

Red Riding Hood, 356p. D [c. '25] N. Y., Century \$2

All sorts of dramatic and mysterious things begin to happen in the Schuyler household in New York, after an unknown and charming young woman answers Mrs. Schuyler's advertisement.

Keable, Robert

Numerous Treasure; a romantic novel. 353p. D c. N. Y., Putnam \$2

The story of a half-caste girl of the remote Pacific islands, who was named for a package of Chinese cigarettes.

Keefe, Charles S., ed.

The American house. various p. il., diags. F '24, c. '22 N. Y., U. P. C. Bk. Co.

buck. \$7.50

"Being a collection of illustrations and plans of the best country and suburban houses built in the United States during the last few years."

Keen, William Williams, M.D.

I believe in God and in evolution; 3rd ed. 105p. S [c. '22-'25] Phil., Lippincott \$1

Kent, Frederick C.

Elements of statistics. 178p. D '24 N. Y., McGraw-Hill \$2

Kernahan, A. Earl, D.D.

Visitation evangelism, its methods and results. 157p. D [c. '25] N. Y., Revell \$1.25

With a foreword by Bishop Edwin H. Hughes of the Methodist Episcopal Church.

King, Mrs. Francis

Chronicles of the garden. 288p. il. O '25, c. '22-'25 N. Y., Scribner \$3

Some of the articles in this authoritative gardening book have appeared in *House Beautiful*, *The Publishers' Weekly* and other magazines.

Klain, Zora

Quaker contributions to education in North Carolina. 351p. (13p. bibl.) il. maps D '25 Westbrook, Phil., Author \$2.50

Klapper, Paul

Teaching English in elementary and junior high schools; a manual of method. [new ed.] 369p. (bibls.) D [c. '15, '25] N. Y., Appleton \$1.90

Kretzmann, Paul E.

Search the scriptures; vs. 1-3. various p. O '25 St. Louis., Concordia Pub. House pap. 15 c. ea.

The first three booklets of an eight-volume series of graded Bible lesson outlines.

Hopkins, Henry Powell

Sources of memorial ornamentation. 44p. il. F '24 Proctor, Vt., Vt. Marble Co. apply

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Johnson, Larry E.

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Jones, Franklin Turner

Problems and questions on algebra, elementary,

intermediate, advanced, comp. from examinations. 94p. D '24 Cleveland, O., Univ. Supply & Bk. Co. apply

Kelley, Laura Frances

Mrs. Sullivan in politics; a one-act comedy. 24p. S (Amateur ser.) [c. '24] Chic., T. S. Denison pap. 25 c.

Kimball, Rosamond

You and I and Joan; a play for girls in six scenes. 47p. D (Internat'l copyrighted ed., no. 481) c. '24 N. Y., S. French pap. 50 c.

Kreymborg, Alfred

Troubadour; an autobiography. 415p. O c. N. Y., Liveright \$3

An intimate human record of an artist's life in America, told in the form of a novel, treating the author, with complete detachment, as one of its characters.

Kulp, Victor Henry, ed.

Cases on oil and gas, selected from decisions of American courts. 531p. O (Amer. casebook ser.) '24 St. Paul., West Pub. Co. buck. \$5

Lasance, Rev. Francis Xavier

The new missal for every day; a complete missal in English with introd., notes and a book of prayer; student's ed. various p. il. T '25, c. '15, '24 N. Y., Benziger Bros. \$1.75

Lee, Amber

The woman I am. 305p. D c. N. Y., Seltzer \$2
A novel in autobiographical form, the life story of an exceptionally beautiful woman.

Lee, Jennette Barbour Perry [Mrs. Gerald Stanley Lee]

Dead right. 300p. D '25, c. '24, '25 N. Y., Scribner \$2
The heroine, a quick-witted detective, successfully unravels the tangled threads of a mystery.

Leiser, Joseph

American Judaism. 294p. (bibl. footnotes) O c. N. Y., Bloch Pub. Co. \$2.50

An historical survey of the religion and religious institutions of the Jewish people in the United States. **Ligda, Paul**

The teaching of elementary algebra; introd. by John Wesley Young. 273p. diagrs. D [c. '25] Bost., Houghton \$1.90

Long, John C.

Public relations; a handbook of publicity. 248p. il. D '24 N. Y., McGraw-Hill \$3

Lorraine, M. J.

The Columbia unveiled. 446p. il., map. D '24 c. Los Angeles, Times-Mirror Press \$3.50

The story of a man's trip, alone, in a rowboat from the source to the mouth of the Columbia River, Oregon.

Lundeen, Anton

In the grip of bandits, and yet in the hands of God. 143p. il. D [c. '25] Rock Island, Ill. Augustana Bk. Concern \$1
A missionary's story of his capture by Chinese bandits.

Lynch, Charles

American Red Cross abridged textbook on first aid; 3rd ed. 242p. il. D '25 Phil., Blakiston's \$1; pap. 60 c.

Lynd, Robert

The peal of bells. 230p. D c. N. Y., Appleton \$2
Essays by the author of "The Blue Lion."

Lynde, Francis

The fight on the Standing Stone. 256p. D c. N. Y., Scribner \$2
A fight for the right of way between two competing railroads, each working against time to complete construction before the other.

McKay, Herbert C.

Motion picture photography for the amateur. 219p. il. O [c. '24] N. Y., Falk Pub. Co., 145 W. 36th St. \$2.50

McKinsey, James Oscar

Business administration. 318p. (bibl.) il. O [c. '24] Cin., South-western Pub. Co., 309 W. 3rd St. \$1.40

Macself, A. J.

Flowering trees and shrubs. 224p. il (pt. col.) O (Home garden bks.) '25 N. Y., Scribner \$2

Mais, Stuart Petre Brodie

Perissa. 395p. D [n.d.] N. Y., Brentano's \$2
An English gentleman, down on his luck, takes to the vigorous sporting life of middle England as a means of forgetfulness.

Malet, Lucas, pseud. [Mary St. Ledger Kingsley Harrison, Mrs. William Harrison]

The dogs of want. 349p. D c. N. Y., Dodd, Mead \$2
The story of an English girl's life, by the author of "Sir Richard Calmady."

Mayo, Katherine

The isles of fear; the truth about the Philippines. 379p. il. O [c. '24, '25] N. Y., Harcourt \$3.50
A revelation of the social and political conditions under which the eleven million Orientals of our island empire live.

Meynell, Viola

Young Mrs. Cruse. 272p. D '25 N. Y., Harcourt \$2
A volume of short stories by an English writer.

Morgan, Charles

My name is legion. 346p. D c. N. Y., Knopf \$2.50
A first novel whose heroine, Irma Pennell, an English girl, has an unusual heritage.

Mullin, Glen Hawthorne

Adventures of a scholar tramp. 320p. D [c. '25] N. Y., Century \$2
A narrative of explorations into the land of the hobo; the author spent four months, traveling thru the United States with Whaleoil Pete, Frisco and other interesting knights of the road.

Murdoch, Marion

The hermit thrush, and other verses. 40p. D '24 Bost., Beacon Press 85 c.

Neubecker, William

The universal sheet metal pattern cutter, v. 1; 5th ed. enl. 400p. il. Q '25 N. Y., Sheet Metal Pub'n Co., 154 Nassau St. \$7.50

Lane, Winthrop David

The denial of civil liberties in the coal fields. 44p. D (Christianity & industry, 11) '24 N. Y., Doran apply

Lawrence, John E.

Dixie minstrel first-part; a complete routine for the circle. 37p. S [c. '24] Chic., T. S. Denison 25 c.

Matthias, Virginia Park

The brownie's dream; a play for brownies or girl scouts. 14p. D (Internat'l copyrighted ed., no. 491) c. '24 N. Y., S. French pap. 30 c.

Mountford, George F.

Friday for luck; a comedy in one act. 30p. S (Amateur ser.) [c. '24] Chic., T. S. Denison pap. 25 c.
Rats! one-act farce. 30p. S (Amateur ser.) [c. '24] Chic., T. S. Denison pap. 25 c.

Newman, Ernest

A musical motley. 191p. D c N. Y., Knopf \$2.50

A new American edition of essays on music and musicians, first published in 1919.

Nichols, Rose Standish

English pleasure gardens. 346p. il. diags. O '25, c. '02 N. Y., Macmillan \$2.50

A cheaper edition of a book first published in 1902, which has been out of print.

Oliver, William

Eight months in Illinois; with information to immigrants. 260p. O '24 c. Chicago, Walter M. Hill, 22 E. Washington St. \$3

A reprint of a book first published in England in 1843; it is a record of an Englishman's travels in the middle west in 1841, to investigate farming conditions here on behalf of the English peasant.

Overton, Grant Martin

Portrait of a publisher; and The First hundred years of the house of Appleton, 1825-1925. 95p. il. O c. N. Y., Appleton bds. \$1

Palmer, Frederick

Invisible wounds. 328p. D c. N. Y., Dodd, Mead \$2

A love story of the war, with scenes in both France and America.

Pargment, Michael S.

Le français oral; a manual of French conversation. 330p. S (Heath's modern lang. ser.) [c. '24] N. Y., Heath \$1.20

Peck, Harvey Whitefield

Taxation and welfare. 276p. (bibl. footnotes) diags. D c. N. Y., MacMillan \$2.50

A discussion of public expenditure and the distribution of the tax burden by an associate professor of economics in the University of Vermont.

Perry, Frances M.

Progressive composition. 368p. D c. Yonkers, N. Y., World Bk. Co. \$1.44

Personnel management on the railroads; a study by the Policyholders' service bureau, Metropolitan Life Insurance Company. 227p. (bibl. footnotes) il., diags. D [c. '25] N. Y., Simmons-Boardman \$3

Powys, Theodore Francis

Mr. Tasker's gods. 319p. D '25 N. Y., Knopf \$2.50

The author's first full length novel reveals what lies below the conventional surface of English rural life.

Price, Ira Maurice

The monuments and the Old Testament; light from the near East on the scriptures; new ed. 482p. (8p. bibl.) il., maps D [c. '25] Phil., Judson Press \$2.50

Purdy, Nina Sutherland

Wide-open-eye. 225p. front. (col.) D c. Garden City, N. Y., Doubleday \$1.50
Robin, whom the fairies call "Wide-Open-Eye," is a little girl who lives on an old-fashioned New York State farm.

Retner, Beth A.

That's that! il. by Carroll C. Snell. 165p. il. (col. front.) D c. Garden City, N. Y., Doubleday \$1.50

Whimsical, magical tales for children from four to seven.

Reynolds, James J., ed.

Required poetry for memorizing in the New York City public schools; grades 1A to 3B: 4A to 6B; 7A to 8B. various p. D [c. '24] N. Y., Noble & Noble 75 c. ea.

Rice, Cale Young

Bitter brew. 135p. front. (por.) D [c. '25] N. Y., Century \$1.50

A book of poems by the author of "A Pilgrim's Scrip."

Rice, Stanley P.

The challenge of Asia. 256p. D '25 N. Y., Scribner \$2.25

The author believes that the eastern countries threaten the supremacy of western civilization.

Robinson, Alfred

Life in California before the conquest; reprinted from the first ed, published in N. Y. in 1846, and ed. and corrected, with synopses of chapters and a foreword and notes by Thomas C. Russell; priv. pr. 346p. il. O c. San Francisco, Press of Thos. C. Russell, 1734 19th Ave. \$15

Telling of "Hispano-Californians, Léperos and Indians, Franciscan misioneros and misiones, American and English comerciantes, puertos, presidios, castillos, sailors and backwoodsmen, revolutions and strife."

Robinson, Ben C.

Muskellunge fishing. 122p. il. D c. N. Y., Appleton \$2

A practical guide book on the most pugnacious fresh-water game-fish of the northern part of this country.

N. Y. Laws, statutes, etc.

Parsons' practice manual of the state of N. Y., students' ed.; ed. by John T. Fitzpatrick. 972p. O '24 N. Y., Baker, Voorhis & Co. apply

Ninde, Frederick Ward

The application of the auditory memory span test to two thousand institutional epileptics. 36p. (bibl. footnotes) diags. O '24 West Chester, Pa., The Temple Press apply

Norris, Sadie C.

Poems. no p. S [n. d.] Homeworth, O., Author pap. apply

North Dakota. Laws, statutes, etc.

Laws and regulations in regard to the management of school libraries, library books, pupils voluntary reading course. 22p. O (Dept. of pub. instruction, bull. no. 5) '24 Fargo, N. D., Allied Pr. Trades Council apply

Ould, Herman

The pathfinder; an episode in the life of David

Livingstone. 17p. D (Internat'l copyrighted ed. no. 494) c. '25 N. Y., S. French pap. 30 c.

Philadelphia Rapid Transit Co. annual report to the stockholders. 14p. diagr. O '24 [Phil., Phila., Rapid Transit Co., 1520 Spruce St.] pap. apply

Raby, Robert Cornelius

The regulation of pawnbroking. 63p. (1p. bibl.) O (Small loan ser.) '24 N. Y., Russell Sage Found. apply

Railroad performance. 67p. diags. O (Research report, no. 71) '24 N. Y., Nat'l Industrial Conference Bd. apply

Reparations settlement (The); what does it mean to the American investor? 22p. diags. Q '24 N. Y., Baker, Kellogg & Co. apply

Roof, Katharine Metcalf

The mirror; an original one act play. 28p. D (Internat'l copyrighted ed., no. 476) c. '24 N. Y., S. French pap. 30 c.

Robinson, Captain Beverley W.

With shotgun and rifle in North American game fields. 400p. il. D '25, c. '24, '25 N. Y., Appleton \$3.50

Shooting and hunting experiences and methods of the chase of large and small game, with an appendix of guides' names and addresses and a list of expenses for hunting trips of various kinds.

Robinson, Lennox, ed.

A golden treasury of Irish verse. 359p. S c. N. Y., Macmillan \$1.75

The authors included range from Goldsmith and Congreve to Padraic Colum, James Stephens and other modern poets.

Royal Commission on Historical Monuments (England)

Westminster Abbey. 360p. il. Q '25 N. Y., British Lib. of Information, 44 Whitehall St. \$6

Being volume one of the Inventory of the Historical Monuments in London.

Rutherford (Albert) 29p. il. O (Contemporary British artists) '25 N. Y., Scribner bds. \$2

Sanford, Hugh W.

The business of life; economics for business men; 2 v. 959p. O '24 N. Y., Oxford \$10

Saxby, I. B.

The education of behaviour; a psychological study. 264p. (2p. bibl.) O c. N. Y., Putnam \$2.50

An attempt to present psychological knowledge in its relation to educational problems.

Schadt, Mabel E.

Cafeteria recipes, arranged in three proportions; [with duplicate pad] 112p. D c. N. Y., Womans Press \$2.50

A cook book arranged to suit the needs of large cafeterias or tiny tearooms. Extra copies of the duplicate pad with recipes perforated for tearing out, which accompanies this book may be had for 75 cents.

Schechter, Solomon

Studies in Judaism; 3rd ser. 343p. O '24 Phil., Jewish Pubn. Soc. of America, Broad St. & Girard Ave. \$1.75

Scott, Mrs. Evelyn

The golden door. 275p. D c. N. Y., Seltzer bds. \$2.50

About Paul, who tries to be a modern barefoot saint and his wife, who tries to live up to him, and can't.

Sears, Jesse Brundage

The school survey; a textbook on the use of school surveying in the administration of public schools. 470p. (4p. bibl.) diags. D (Riverside textbks in educ.) [c. '25] Bost., Houghton \$2.25

Seymour, St. John D.

Tales of King Solomon; il. in color by Phyllis A. Trery. 192p. D '25 N. Y., Oxford \$2.50

[Shakespeare, William]

A midsummer-night's dream. 197p. front. (por.) D (The new Shakespeare) '24 N. Y., Macmillan \$2

Shephard, Esther

Paul Bunyan. 234p. front. D [c. '24] Seattle, Wash., McNeil Press \$2

Stories of a mythical hero of the woods, collected from the lumber camps of the northwest and told in the loggers' own words.

Simpson, Evelyn M.

A study of the prose works of John Donne. 376p. O '24 N. Y., Oxford \$5

Sisson, Edward Octavius

Educating for freedom. 248p. (bibls.) D (Modern teachers ser.) c. N. Y., Macmillan \$1.40

A book on modern educational methods.

Smedley, Emma

Institution recipes, standardized in large quantities for use in cafeterias, schools, colleges, hospitals and other institutions; 4th ed., rev. 369p. D [c. '04-'24] Media, Pa., Author, 6 E. Front St. \$3

Smith, John Merlin Powis

The prophets and their times. 286p. (1p. bibl.) D (Handb'ks of ethics & religion) [c. '25] Chic., Univ. of Chic. \$2.25

Smith, Nila Banton

One hundred ways of teaching silent reading. 159p. D c. Yonkers, N. Y., World Bk. Co. \$1.40

Snider, Denton Jaques [Theophilus Middling, pseud.]

The rise of young Shakespeare; a biographic novel. 464p. S c. St. Louis, Mo., Wm. Harvey Miner Co. \$1.50

Södergren, Carl J.

The book of Amos; notes. 101p. D [c. '25] Rock Island, Ill., Augustana Bk. Concern 90c.

Soltes, Mordecai

The Yiddish press; an Americanizing agency. 242p. (10p. bibl.) il., diags. D '25, c. '24 N. Y., Teachers College, Columbia Univ. \$2

A study of the daily newspapers, printed in Yiddish in New York City.

Staples, Arthur Gray

The passing age; a collection of familiar essays; foreword by John Clair Minot. 316p. O '24 Augusta, Me., Katahdin Pub. Co. \$3

Steele, Wilbur Daniel

The terrible woman, and other one act plays; introd. by Frank Shay. 163p. D c. N. Y., Appleton \$1.75

The other plays are "The Giants' Stair," "Not Smart" and "Ropes."

Sawyer, Henry S., ed.

Songs worth while; a collection of standard songs for general use and entertainment. 96p. Q [c. '24] Chic., T. S. Denison pap. \$1

Shephard, Esther

Pierrette's heart; a play in one act. 20p. D (Internat'l copyright ed., no. 480) c. '24 N. Y., S. French pap. 30c.

Short, Marion

Rose of the southland; a comedy in three acts.

75p. D (Internat'l copyrighted ed., no. 486) c. '24 N. Y., S. French pap. 30c.

Swears, Herbert

Cupboard love; a costume comedy in one act. 20p. diagr. S (French's acting ed., no. 2611) c. '22 N. Y., French pap. 30c.

Thompson, Andrew J.

Illustrated traffic laws, manual for motorists; how to keep out of traffic court, ser. 1924. 93p. il. diags. T '24 Yonkers, N. Y., Thompson-Brogan Co. apply

Strong, Carolyn Hickman

Eight French plays. 120p. S [c. '25] Balt., Norman, Remington 90 c.
Short plays for reading by older students or production by younger ones.

Swain, George Fillmore

Structural engineering—strength of materials. 570p. il. O '24 N. Y., McGraw-Hill \$5

Swanson, George

The coming of the Cross; an epic of the north. 107p. D [c. '24] Rock Island, Ill., Augustana Bk. Concern \$1
A poem dealing with the introduction of Christianity into the Scandinavian countries.

Taylor, Mary Atwater

Ropes and threads [verse]. 80p. Q '25 Portland, Me., Mosher Press bds. \$2

Thurstone, Louis Leon

The fundamentals of statistics. 253p. diags. D (Experimental educ. ser.) c. N. Y., Macmillan \$2

Tiplady, Thomas

The garden by the river; a reverie of auld lang syne. 65p. D [c. '25] N. Y., Revell bds. 60 c.

Essays on memories of childhood.

Underwood, John Jasper

Alaska, an empire in the making; rev. ed. 454p. il. map. D '25 c. '13, '25 N. Y., Dodd, Mead \$3

Van Hook, Larue

Greek life and thought; a portrayal of Greek civilization. 343p. (21p. bibl.) il., maps O '24, c. '23 N. Y., Columbia Univ. Press \$2.50

This book was first published in 1923 and is now reprinted in a cheaper edition.

Van Vechten, Carl

The blind bow-boy. 211p. S (Borzoï pocket bks.) [c. '23] N. Y., Knopf \$1.25

Venable, William Henry

The poems of William Henry Venable; ed. by Emerson Venable. 250p. front. (por.) D '25, c. '84-'25 N. Y., Dodd, Mead \$2

Verga, Giovanni

Little novels of Sicily; tr. by D. H. Lawrence. 226p. D c. N. Y., Seltzer \$2
Short stories of Sicilian peasants and nobles.

Walker, Frank Rabold

Practical accounting and cost keeping for contractors; a treatise on modern business methods. 174p. il. Q '24 Chic., Frank R. Walker Co., 2209 Archer Ave. \$2.50

Wallace, Henry C.

Our debt and duty to the farmer. 251p. front. (por.) maps, diags. D [c. '25] N. Y., Century \$1.75

A study of the agricultural depression of 1917 to 1924 by the former U. S. Secretary of Agriculture, who died late in 1924.

Wanamaker, John

Prayers at Bethany Chapel; ed. by A. Gordon MacLennan. 144p. front. (por.) D [c. '25] N. Y., Revell \$1.25
A companion volume to one issued a year ago under the title, "Prayers of John Wanamaker."

Watts, Ralph Levi

Rural Pennsylvania. 347p. il., maps, diags.

S (Rural state & province ser.) c. N. Y., Macmillan \$2.50

Wedge, George A.

Keyboard harmony; a practical application of music theory, including the study of melody harmonization, broken chords, etc. 200p. Q c. N. Y., G. Schirmer \$2.50

Wells, Frederic De Witt

The last cruise of the Shanghai; being the story of the teakwood boat over the Viking trail. 244p. front., map, diags. O c. N. Y., Minton, Balch \$2.50

The stirring account of the voyage of the smallest boat ever to make the trip over the route followed by Lief Ericson in the eleventh century; the Shanghai was wrecked at the end of the voyage off Nova Scotia, in August, 1924.

Wells, Herbert George

The Atlantic edition of the works of H. G. Wells, 28 v.; [lim. ed.] various p. fronts. O '24 N. Y., Scribner

buck. \$238 subscription only

Six volumes of this edition have been published so far. Two volumes are brought out together about every three months at \$8.50 each, but may only be purchased by subscribers to the edition.

Who's who, 1925. [English]; an annual biographical dictionary with which is incorporated "Men and women of the time"; 77th year of issue. 3163p. O '25 N. Y., Macmillan \$15

Wile, Ira Solomon, M.D.

The challenge of childhood; studies in personality and behavior. 315p. D c. N. Y., Seltzer \$3.50

Records of fifty individual cases of childhood maladjustments, which have reached the author's observation in hospital, settlement, and other similar work.

Williams, Sidney Clark

Mystery in red. 320p. D c. Phil., Penn. Pub. \$2

An unusual mystery envelops the island of Nyatt, off the New England coast.

Wistein, Maurice

Leopold and Loeb. 132p. D '24 c. Chic., Chic. Medical Bk. Co. pap. \$2.50

Woodbury, D. A. and Jarvis, C. W.

Laboratory manual of physics for arts students [2nd ed.] 236p. diags. O c. Columbus, O., R. G. Adams \$2.25

Wright, Joseph

Selected readings in municipal problems; introd. by William Bennett Munro. 979p. O (Selections & documents in economics) [c. '25] Bost., Ginn \$4

The author has been, for fifteen years, superintendent of the Harvard Library for Municipal Research.

Wynne, Anthony

The sign of evil. 366p. D '25 c. '24, '25 Phil., Lippincott \$2

A malignant token adds a gruesome touch to this detective story.

Zivemer, Samuel Marinus

The law of apostasy in Islam. 164p. (2p. bibl. il.) O [n.d.] N. Y., Marshall Bros. \$2.50

"Answering the question why there are so few Moslem converts, and giving examples of their moral courage and martyrdom."

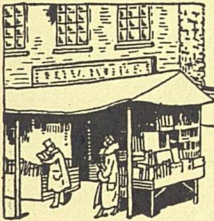
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Old and Rare Books

Edited by Frederick M. Hopkins



A copy of Hobson's "Chinese Pottery and Porcelain," London, 1915, brought \$180 last week at Anderson's.

SARIKI Ichikawa, professor of English at the University of Tokyo, is collecting and editing the unpublished letters of Lafcadio Hearn and would like to correspond with those possessing Hearn letters.

THE current catalog of Henry Sotheran & Co., of London contains 1,310 lots and a large number of bibliographical works and a long list of books printed at the Strawberry Hill Press.

THE *Oprechte Haarlemsche Courante* published at the Hague claims to be the oldest newspaper in existence. It first appeared as a weekly in 1656, with correspondents in all of the capitals of Europe. Since the advent of the modern daily it has become a local paper.

SELECTIONS from the libraries of Harry Glemby of this city and Col. Cornelis De Witt Willcox of the United States Army, comprising colored plate books, first editions of modern authors, books illustrated by Aubrey Beardsley, Conrad first editions, early editions of Don Quixote and Spanish literature, together with much miscellaneous material, will be sold at the Anderson Galleries, March 24.

“**V**ENETIAN Printers, A Conversation on the Fourth Day of the Bibliographical Decameron of Thomas Frognall Dibdin with Annotations,” recently printed at the Rudge Press designed by Bruce Rogers to display a new Goudy face of type, has been reprinted in a small folio, wrappers, on hand-made paper, in a limited edition by Mr. Rogers. It is a beautiful piece of typography, and every Rogers collector that sees it will covet it.

ACABLE from Spain reports that the Columbus manuscripts owned by the Duke of Veragua are to be sold. He has already cataloged them and has received offers from the Spanish government and from America. It is reported that an American collector has offered 2,250,000 pesetas, about \$112,500, or double the amount offered by the Spanish government. The Duke of Veragua is the last surviving descendant of Columbus.

AMERICAN collectors will obtain many more manuscripts of the late Joseph Conrad as a result of a sale of the novelist's library at Hodgson's last week. Spur & Swift, English booksellers and agents of American collectors, made most of the purchases which will come to this country. The books sold by the order of Mrs. Conrad, included many presentation copies from distinguished authors. The entire collection brought about \$10,000.

THE library of a New Jersey collector, comprising 601 lots, mainly well-selected editions of standard authors of the nineteenth century, will be sold at the Anderson Galleries March 23 and 24. There are also collected first editions of Borrow, Bulwer, Sir Richard F. Burton, Thomas F. Dibdin, Disraeli, Guizot, Leigh Hunt, Southey, and many other well-known authors. It is the collection of a discriminating book lover, a great deal of which is handsomely bound in half and full leather bindings.

ATREASURE which the Widener Library of Harvard has unwittingly possessed for many years has been brought to light by a senior student of the University. While perusing an original edition

of Elizabethan plays recently, he noticed that the binding was cardboard and vellum. Examining the vellum, he saw that it was an old musical score with French Latin words written in. He removed the binding and took it to Professor Devison who identified it as part of an antiphon in the Easter mass of the Catholic Church dating from 1550 at the latest.

THE Spring “forecast” from Houghton Mifflin Company announces the early publication of a number of interesting limited editions, including “Lincoln the Litigant,” by William H. Townsend, in an edition of 1,000 copies; “The Cheyne Book of Chelsea China and Pottery,” by Reginald Blunt, limited to 250 copies for sale in America; “The Dutch and Flemish Woodcuts,” by M. J. M. de Schretlem, limited to 150 copies for America; “Letters of the American Revolution, 1774—1776,” edited by Margaret W. Willard, limited to 1,000 copies; and “Earl Percy Dines Abroad,” by Harold Murdock, limited to 500 copies. The last volume appeared several weeks ago.

THE sixth volume in the Centaur Series of Bibliographies will be a “Bibliography of the Writings of D. H. Lawrence” by Edward D. McDonald, the first English author to appear in the series. Mr. Lawrence will contribute an essay, “The Bad Side of Books,” No effort has been spared by the compiler in making this an authoritative and complete record of the writer's work to date. To this end Dr. McDonald has had the active cooperation of the author. A portrait of the author appears as a frontispiece, and the titlepage of a book is reproduced, the authorship of which has not hitherto been credited to Lawrence. The edition will limited to 590 copies, 90 of which will be on large paper.

The library of the late Francis R. Arnold of this city will be sold at the American Art Galleries, March 30, 31, and April 1. The catalog has just been issued and makes an imposing volume of 1,585 items. From early childhood Mr. Arnold was a constant reader, and while still a student at Harvard, before he reached his twentieth year, he had made a substantial

beginning in the formation of his library. He started with the Pickering edition of Milton's "Works," in eight octavo volumes, which he bought when nineteen years of age, more than sixty years ago. The set is in the original cloth, uncut, and still in fine condition. He early became interested in the illustrated books of the nineteenth century and devoted much time to the study of Cruikshank, Leech, Rowlandson and other illustrators of the period, acquiring a remarkably fine collection. This naturally led into the field of those authors whose works were illustrated by these and other well-known artists, including first editions of Dickens, Thackeray, Ainsworth, Lever, and as he advanced in years his literary tastes broadened. Other writers in which he specialized were Keats, Shelley, Leigh Hunt, the Brownings, Charles and Mary Lamb, Tennyson, Byron, Fitzgerald, Meredith, Fiske, Sir Richard Burton; the American authors including Lowell, Longfellow and Irving; and later such writers as Hardy, Kipling, Stevenson, Hewlett, Swinburne,—all splendidly represented by first editions or other rare issues, and always in the best possible condition. This is the library of a bookloving, discriminating collector and is filled with material selected with the greatest care. This is one of the most important sales of the season and one that the dealer and collector cannot afford to overlook.

PART VII of the library of the late William F. Gable of Altoona, Pa., was sold at the American Art Galleries March 4, bringing \$15,500, making the total receipts for the seven parts \$175,020. A letter written to Charles Dickens from George Cruikshank regarding "The Omnibus" brought \$125. An autographed letter from Henry James to Helen Modjeska sold for \$135. Richard Le Gallienne's paraphrase of the "Rubáiyát of Omar Khayyám" from several literal translations fetched \$145. The "Poems" of Ernest Dowson, published by Thomas B. Mosher, one of four copies printed on vellum, numbered and signed by the publisher, brought \$100. The eighth and final part will be offered shortly.

Auction Calendar

Monday afternoon and evening and Tuesday evening, March 23rd and 24th, at 2:30 and 8:15. The fine library of a New Jersey collector. (Items 601.) The Anderson Galleries, 489 Park Ave., New York City. **Tuesday afternoon, March 24th, at 2:30.** Selections from the libraries of Harry Glemby, New York City, and Col. Cornelis DeWitt Willcox. (Items 256.) The Anderson Galleries, 489 Park Ave., New York City.

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BOOKS WANTED

A. A. A., 102 Cambridge Place, Brooklyn, N. Y.
 Mathew Carey's Edition of Guthrie's Geography improved, Philadelphia with General Atlas, will also buy Atlas singly.

Adair's Bookstores, 1715 Champa, Denver, Colo.
 The Deluge, Sienkiewicz, 2 vols.
 Complete Self-Instructing Library of Practical Photography, pub. by American School of Art and Photography, 10 vols.

Aladdin Bk. & Brass Shop, 205 Trumbull St., Hartford, Conn.
 Review Copies Latest Fiction.

Alcove Book Shop, 936 Broadway, San Diego, Cal.
 Thaxter, An Island Garden, illus. in color.
 Meyer's Commentary, John, James, Revelation.

Amateurs' Book Supply, P. O. Box 1096, Chicago,
 Thoreau, H. D., Works of, 11 vols.

America-South-of-U.S., 44 W. 47th St., New York
 U. S. Weather Bureau Bulletins:
 Garriott, West Indian Hurricanes.
 Fassig, Hurricanes of the West Indies.
 Vinis, Cyclonic Circulations of W. I. Hurricanes,
 Boyes, Atmos. Circul. in Tropical Cyclones.

Amer. Bapt. Publ. Soc., 1107 McGee St., Kansas City
 Simply Women, Prevost

Amer. Geographical Socy., 3755 Broadway, New York
 Geographical Review for April, May, June, July,
 Sept., Oct., Nov., Dec., 1916; Jan., Feb., 1917;
 April, 1924.

American Library Service, 500 Fifth Ave., New York
 Comparetti, Virgil in the Middle Ages.
 Hegel, Lectures on the History of Philosophy.
 Lewis, China Painting.
 Prescott, Mixed Tints.
 Slocum Voyage of the Libedad.
 Sylvester, Progress of the Nations.
 Wheeler, Hist. of N. C.; Reminiscences of N. C.
 Whitman, The Wound Dresser.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Fifteen-volume set of Greek and Latin Classics,
 pub. by Parke Austin.

Andrews' Bk. Shop, 8 Irvington St., Boston, Mass.
 Rogers' Elem. of Industrial Chemistry, new or second hand.
 Parton's Life Jackson, vol. 1.
 Windsor, Narrative and Crit. History, vol. 1.
 Sparks, Franklin, vols. 1-10.
 Can use Shakespeare, Browning, and Ruskin, in quantities cheap for school use.

D. Appleton & Co., 35 W. 32nd St., New York
 Wagnerian Romances, Gertrude Hale.
 The Madness of Philip, Appleton edition, by J. D. Bacon.
 The World and Its Inhabitants, 6 vols., edited by Reclus.

Arkansas Bk. Exch., 105 Main St., Little Rock, Ark.
 Ray and Lucas, Religious Discussion.
 Carlton Debate, by Graves and Deitzler.
 Hell on the Border, reprint.
 Martin's History of La., 1827 or 1882 edition, quote both.
 Thirty Years in Hell, or From Darkness to Light, author unknown.
 Arkansas, Quote anything.

A. S. Arnold, Metuchen, N. J.
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Associated Students Store, Berkeley, California
 Gibbs, Principles of Statistical Mechanics, Yale.
 Brooks, Corruption in Politics and Life, Dodd, Mead.
 Bailey, Evolution of Our Native Fruits, Macmillan, 1911 edition.

Augustana Bk. Concern, Rock Island, Ill.
 Wilkinson, William C., Modern Masters of Pulpit Discourse.
 Proteat, Hubert McNeill, Practical Hymnology.

Aurand's Book Store, Harrisburg, Pa.
 Wallace's Year Book (Horses), vols. 1 and 11, bound.
 Penna. Session Laws for 1800, 1801, and 1809.
 Any County or Local History of Penna.
 Any book on the Molly Maguires.
 National Geographic Magazines prior to 1910.

BOOKS WANTED—Continued

- L. S. Ayres & Co., Indianapolis, Ind.**
2 sets of Harvard Classics must be good condition. The Yoke, not the one by Elizabeth Miller.
- Bailey's Bk. Store, Vanderbilt Sq., Syracuse, N. Y.**
Banner of Blue, S. R. C. Crockett.
- Wm. Ballantyne & Sons., 1409 F St, N. W., Washington, D. C.**
- Richards' Julia Ward Howe.**
- N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.**
Father Goose, by Baum.
- Beacon Book Shop, 43 E. 45th St., New York**
Cassery, The Elephant God.
- C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York**
Schofield's General Telegraph A B C 5th Improved.
Peterson, Banking, Sampler's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.
- F. Bianco, 18 West 8th St., New York**
Poe, Complete Works edit. by Harrison, 17 vols., Virginia edition, New York, 1902.
Russell, G. W., The Rural Community, Dublin, 1913.
Johnson, Lionel, Ireland, London, 1897.
Machiavelli, Works in English translation.
Hearn, Stray Leaves from Strange Literatures, Boston, 1884.
Holberg, Any work by this Author.
Guiney, Songs at the Start, Boston, 1884.
Borulawsky, Memoirs of.
Klimius, Any work by this Author.
Tieck, Any work by this Author.
- W. P. Blessing Co., 208 So. Wabash Ave., Chicago**
Lange Commentary, complete sets only.
- Bd. of Christian Educ. of the Presbyt. Church, Witherspoon Bldg., Philadelphia**
Covert, Glory of the Pines.
- The Book Corner, Madison, Wis.**
Thompson, Vance, Drink and Be Sober.
- The Bookshop, 212 W. Third St., Davenport, Iowa**
Midwinter, Buchan.
- The Book Shop, 219 N. Second St., Harrisburg, Pa.**
Tragedies of the Medici, Edgcombe Staley.
Thalassa, Baillie Reynolds.
- The Book Shop, 4 Market Sq., Providence, R. I.**
Caird, Hegel.
- Charles L. Bowman & Co., 118 E. 25th St., New York**
Studies in Anglo Saxon Liberties.
Praying Skipper, Paine.
Walter de la Mare, Megroz.
Sunshine Jane, French.
Educational Task of the Local Church Bower.
His Serene Highness, Bailey.
Winter Holiday, Carman.
James VI and Gowrie Mystery, Lang.
- Brentano's, 218 S. Wabash Ave., Chicago**
Put each quotation on separate sheet.
Fur Trading in the N. W., Chittenden.
Friday the 13th, Lawson.
Metallography of Iron & Steel, Sauveur.
Phantom by the River, Ellis.
Land of the Lion, Rainsford.
Letters written to the Daughter of Aemilius & Adinar, by a Roman Knight., any book containing this.
Greek Athletic Sports & Pastimes, Gardiner.
Great Divide, old ed. of play Moody.
Quadroon, Mayne Reid.
Thinking Black, Cranford.
Filippinis Int. Cook Book, small 8vo ed., must be good clean condition.
Sarchedon, Whyte Melville.
Hypnotism, Fore.
Real Dickens Land, Ward.
- Brentano's, 5th Ave. & 27th St., New York**
Wells, G. W., The Comet, illus. ed.
Oxley Angelic Revelations, 5 vols., 1885.
Stevenson, Thistle ed., vols. 1 & 22.
Burton's Arabian Nights, Denver ed., vols. 1 & 4 & vol. 2 Supplemental.
Wolcot, Roger, Poetical Meditations, New London, 1775.
Christian, F. W., The Carolina Islands.
Lancaster's Historical Virginia Homes & Churches.
Historians History of the World, thick pap., 25 vols.
Poe, Harrison ed., set, 17 vols., Crowell.
Williams, Alfred M., Sam Houston, and the War of Independence in Texas, Houghton, M.
Boston Cooking School Cook Book, 1st ed., F. M. Farmer.
Zuleika Dobson, Modern Library, Beerbohm.
Selected Stories of de Maupassant, trans. by Dora K. Ranous, pub. Williams Baker Co., bound in blue cloth, vol. 3.
Last American, D. A. Mitchell.
Village Sermons, Frensen.
Golden Web, Anthony Partridge.
History of Phelps and Gorham Purchase, Turner.
Indian Biography—Report on the Iroquois—Schoolcraft's Report—Notes on the Iroquois, McKenny.
Chantilly, L. M. Richter.
Some Things That Matter, Riddell.
Ecce Homo, Nietzsche.
Living London, ed. by G. R. Sims.
Joyful Wisdom, Nietzsche.
Forty Years an Advertising Agent, Geo. P. Rowell.
The Forbidden Land, an Explorers Adventure, H. S. Landor.
Flora of the Southern U. S., Chapman.
Books of Martin Heine, except Tunis of Old Spain.
Transmission of Heat Thru Cold Storage Insulation, C. P. Faulding.
Book of Woman, Carlisle.
Passing or Mother's Portrait, Roswell Field.
Joan; Belinda; Goodbye Sweetheart, Rhoda Broughton.
Dialect of the English Gypsies, Smart & Crofton.
Hist. of the Ancient World, Goodspeed.
History of Connecticut, Clark.
Bernard Lyle, Clemens.
Knights of the Horseshoe, Caruthers.
History of Music to the Time of the Troubadours.
Fruits of Philosophy, Knowlton.
The Living Christ, Dying Heathenism.
Ten Years in Exile Mme. de Staël.
Observations on Prophecies of Daniel, Sir Isaac Newton.
Age of Wordsworth; Age of Shakespeare, Herford.
Stockton of New Jersey and Other Stocktons, Rev. J. Stockton.
Clays, Their Occurrence, Properties and Uses, H. Ries.
Pleasures of the Table, Ellwanger.
Sir Henry Morgan, Buccaneer, Cyrus Townsend Brady.
Thinking as a Science, Azlitt.
Old Calabria, 1st ed., Norman Douglas.
Guarding the Mails or Secret Service for P. O. Dept., Woodward.
Historical Collections of the State of New Jersey, Warner & Howe.
Jerusalem, Pierre Loti.
Life and Genius of Aristo, Nicholson.
Orlando Furioso, Aristo.
Hadda Padda, Kamlan.
Scapegoat, Hall Caine.
Old Farmers Allminax, Billings.
Studies of the Human Form, Shufeldt.
Naval Strategy, Mahan.
Influence of Sea Power Upon French Revolution and Empire, 2 vols., Mahan.
Salathiel, George Croly.
Mauprat, George Sand.
Atala, Chateaubriand.
Black Prophet, Carleton.
Geoffrey Hamlyn, Kinsley.
Called Back, Hugh Conroy.
Clarissa, Samuel Richardson.
Pamela, Harlowe.
Nightmare Abbey, Thos. Peacock.
Adventures of Roderick Random, Smollett.
Jonathan Wild.
Belinda, Maria Edgeworth.
Drink, Emile Zola.

BOOKS WANTED—Continued

Brentano's, N. Y.—Continued

New Methods in Education, Todd.
Foundations of Amer. Foreign Policy, Hart.
Hesperus; Titan, J. P. Richler.
Lady Audley's Secret, Braddon.
Shadow of the Sword, Buchanan.
Urania, Camille Flammarion.
Caleb Williams, Wm. Goodwin.
Story of Young Werther, Goethe.
Bothwell, Jas. Grant.
No Name, Wilkie Collins.
Milmouth the Wanderer, Matwin.
Poems, Songs and Ballads, Collin.
History, Unveiling Prophecy, Guinness.
Little Fig Tree Stories, 2 copies, M. Hallock Fotte.
Willow Tree, Stackpole.
Life and Work of Auguste Rodin, Lawton.
Invisible Balance Sheet, S. Trask.
Grazecla, Foreign Tongue Series, cloth eds.
Madeline, Foreign Tongue Series, cloth eds.
John Jasper's Secret, pub. Clerk W. Bryan, Springfield, Mass.
Marquis de la Fayette, in the Amer. Rev., C. Tower.

Brick Row Bk. Shop, 104 High St., New Haven, Ct.
Usage in English, Lounsbury.
Vol. 2 & 3 Free Lance Series.
Sale of the Auchinleck Library, Sotheby, Wilkinson & Hodge, June 23, 1893.
Centerbury Pilgrimages, H. S. Ward.
Aucassin and Nicolett, Lang.
Song of Roland, trans. & text.
Shakespearian Phrase Book, Bartlett.
The Greatest Books, ed. by Northcliff & McClure, 20 vols., cloth.
Brant; Cornplanter, W. L. Stone.
History of California, vol. 6; N. W. Coast, vol. 1, Bancroft.
The American Commonwealth, Bryce, 1st ed.

Bridgman & Lyman, 108 Main, Northampton, Mass.
Bacon's Beginning Gospel Story.

Morris H. Briggs, 5113 Kimbark Ave., Chicago
N. Y. Weekly Tribune, files or single nos.
County atlases or town histories S. Wis.; especially Kenosha, Racine, Walworth Co.
County atlases, Ill., Wis., Ohio, Ind.
Chicago, old imprints, histories, street maps, old directories, pamphlets, etc.
Man of War Life, Cincinnati, 1856.
Lamon, Life of Lincoln 1872, & others.
Welles, Lincoln and Seward, 1874.
Pamphlets by old American authors such as Longfellow, Holmes, Lowell, Poe, etc.
Pamphlets on Texas, California, Oregon & other Far and Middle Western states.
Any books or pamphlets, by, about or referring to Wilson, Lincoln and Roosevelt.
Please describe fully and quote best prices, prepaid for cash.

B'klyn Museum Lib., Eastern Parkway, Brooklyn
Christian, Caroline Islands, 1899.
U. S. Bur. of Education, Bul., 1912, no. 23, whole no. 495, Johnston & Mudge.

Bullocks, Los Angeles

Heliogabalus; Philosopher of Nietzsche; Book of Calumny, Mencken.

Fanny Butcher, 75 E. Adams St., Chicago

Any 1st ed. of Edna St. Vincent Millay.
Heliogabalus, Mencken & Nathan.
Complete Guide to Heraldry, Fox-Davies.
Great Return, Arthur Machen.
Life of John Paul Jones, Buell Scribner.
Last Love of an Emperor.
Andrew Jackson, Parton.
English Comedie Humaine papers from Tatler.

Callahan Bk. & Stat. Co., 164 S. Main St., Salt Lake City, Utah

Patience Worth, York.
Imitation of Christ, Edith Cavills annotations.
The Celtic Druids, Higgins.
English Flower Garden, Robinson.

Campion & Co., 126 S. 16th St., Philadelphia

Life of Daniel Drew.
Diplomacy, a Play.
Tapestry Room, Mrs. Molesworth.
Vienna and the Viennese, Lansdale.
History of Delaware County, Geo. Smith.
The Best of Fun, Capt. Pennell Elmhirst.

Carson Pirie Scott & Co., 1 S. State St., Chicago
English Pleasure Gardens, Rose Standish Nichols, pub. Macmillan Co., listed at \$4.00.

Hoyt Case, 21 E. 61st St., New York

Wanted at all times, but only in fine condition, first editions of the following: Beerbohm, Zuleika Dobson, Works, More, Yet Again, Cabell, Eagle's Shadow, Rivet in Grandfather's Neck, Conrad, Children of the Sea, American Typhoon, Galsworthy, Al Sinjohn items, Hawthorne, The Scarlet Letter, Poe, All items, Stephens, Insurrections, The Crock of Gold, Twain, What is Man; The Jumping Frog, Wharton, Ethan Frome.

C. N. Caspar Co., 454 E. Water St., Milwaukee

Brady, Island of Regeneration.
Memoirs of the Courts of Sweden & Denmark, vol. 1, Japan paper ed.
Nietzsche, Human All Too Human.
Whipple, My Life With the Iroquois.
Fischer-Dueckelmann, Wife as the Family Physician, 3 copies.
Lea, Sacerdotal Celebacy.
Wilcox, Poems of Passion.
Woodworth, American Toolmaking.

Celebrated Authors Society, 723 7th Ave., New York

Laura Jean Libbey and Maurice LeBlanc Stories.

Centaur Bk. Shop, 1224 Chancellor St., Philadelphia

James Branch Cabell all 1st eds.
Joseph Hergesheimer, Three Black Pennys, 3rd ed.
B. L. T., Pipe Smoke Carry.
The Chronicles of Carlingford, Mrs. Oliphant.
Norman Douglas, Old Calabria, Small, M., 1915.
James Branch Cabell, The Cream of the Jest 5th printing.
Gertrude Stein, 1st eds.
Joseph Hergesheimer, any limited eds.

George M. Chandler, 75 E. Van Buren St., Chicago

Bowne, Principles of Ethics, Harper.
Butlers Book, Genl. B. F. Butler.
Darwin, Works complete set.
Gerard, Prince Karl.
Gunter, Prince Karl.
Macfall, French Pastelists of 18th Century.
Meyer-Förster, Old Heidelberg.
Osler, Angina Pectoria.
Penedubois Bookbindings in H. W. Poor Library, 1903.
Reed Modern Eloquence, 15 vols.
Summerhayes, Vanished Arizona.
Fairfax County, Va., Hist. of.
Wren Stepsons of France.
Channing, Hist. U. S., 1st ed. each vol.

Chemical Catalog Co., 19 E. 24th St., New York

Gums, Solvents and Waxes, Hyde.
Goodell's Tire Making and Merchandising.

Chicago Book Store, 62 E. Monroe St., Chicago

Dehan, Just Stewart, 2 copies.
Boehme, Six Theosophic Points.
Benn, Portraits of the 17th & 18th Century.
Albert Stearns, Chris and the Wonderful Lamp.
Sindbad, Smith & Company.

City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis

Hill's Manual.
Books on wrestling and tumbling.
Used books on Freemasonry, prices reasonable.
World's Almanac 1924, paper or bound.

A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Hall's Northern Co., Gazetteer, 1855.
Remsburg, Six Historic Americans.
Wilson, New Freedom.
Cole Philippine Folk Tales.
Ross and Highland Counties, Ohio, Hist. of.
Amer. Hist. Review, vols. 1-10, also vol. 3.

BOOKS WANTED—Continued

A. H. Clark Co.—Continued

Amer. Hist. Assn. Reports, any.
 Cook, Border and Buffalo.
 Conant, U. S. In Orient.
 Carson, Kit, Life by Burdett, 1862.
 Dalton, Under Black Flag.
 Brown, Lower South in Amer. Hist.
 Washington-Crawford Letters, ed. Butterfield.
 Humfreville, 20 Yrs. Among Hostile Indians.
 Davis, Hist. of Bucks County, Pa.
 Moses, Illinois, Hist. and Stat. 2nd ed., 2 vols.
 DeFontaine, Marginalia.
 Hooker, Prairie Schooner.
 Louisiana Purchase, Documents Relating to, H. M., 1904.
 National Electric Light Assoc. Procdgs., vols. 10 & 14.
 Bandelier, Gilded Man, 1893.
 Gurney, J. J., Remarks on Speech to Senate, by Clay, 1839.
 Orcutt, History of Stratford, Conn.
 Osborn, Questioned Documents.
 Plymouth, Mass., Records of Town, 1636-1783, 3 vols.
 Print Collectors Quarterly, Boston, vol. 1, nos. 1-2.
 Prince, Spanish Mission Churches of N. Mex.
 Schuyler, J. Philip, Life and Times by Lossing, 2 vols.
 Southern Hist. Soc. Papers, vol. 10.
 Book Buyer N. Y., vols. 1, 2, 24 to end.
 Crockett, Narr. of Life, 1834.
 Greenhow, Hist. of Ore and Calif., 1845.
 Joan of Arc, Personal Recollections by Conte, 1896.
 Bean Bag, June, 1923.
 Masefield, Ballads, 1903.
 British and Foreign State Papers, 1812-1919.
 J. Clark Co., 1783 E. 11th St., Cleveland, Ohio
 Davis, Sixty Years in California.
 Eby, David, Recollections of Sixty Years.
 Emery, H. C. Politician, Party and People.
 Embury, Early American Churches.
 Early Western Travels, ed. by Thwaites.
 Fromentin, E., Dominique, With etchings by Leheutre, Paris, 1905.
 Freund, Police Power, 1904.
 Ferrero, Ancient Rome and Modern America.
 Johnson, A., Stephen A. Douglas.
 Russell, A. P., A Club of One.
 Russell, A. P., In a Club Corner.
 Schurz Carl, Reminiscences.
 William M. Clemens, Pmpton Lakes, N. J.
 Abraham Byrd genealogy, St. Louis, 1903.
 Famous Funny Fellows, Cleveland, 1882.
 Mark Twain: Life and Work, S. Fran., 1892. cloth.
 Pocket Magazine, N. Y., odd nos.
 Gilded Lady, Novel, Dillingham, 1903.
 Cleveland Public Lib., 1375 Euclid Ave., Cleveland
 Adams Life of Albert Gallatin.
 Alfriend, Life of Jefferson Davis, 1868.
 Amonry, Life of James Sullivan with Selections from His Writings, 2 vols.
 Bartlett, Presidential Candidates.
 Brooks, Heroic Life of Abraham Lincoln the Great Emancipator, Heroic ser.
 Carpenter, Memoirs of the Hon. Thomas Jefferson—With a View to the Rise and progress of French Influence and French Principles in This Country, 2 vols.
 Childs, Recollections of Gen. Grant.
 Coleman, Life of John J. Crittenden.
 Davis, Mr. Fish and the Alabama Claims.
 Dwight, Character of Thomas Jefferson as Exhibited in His Writings.
 Eaton, Life of Maj. Gen. Andrew Jackson.
 Lodge, Life and Letters of George Cabot.
 McGuire, Dairy of a Southern Refugee, ed. 3.
 Mackenzie, Lives and Opinions of Benjamin Franklin Butler, & Jesse Hoyt.
 Mason, Public Life and Diplomatic Correspondence of James W. Mason.
 Niles, Life of Oliver Hazard Perry.
 Poore, Life and Public Services of Ambrose E. Burnside.
 Cole Bk. & Art Co., 123 Whitehall St., Atlanta, Ga.
 Painted Veils, James J. Hunecker, pub. Boni & L., 2 copies.

Colesworthy's Book Store, 66 Cornhill, Boston
 Cathedrals of Spain, Gabe.
 Anneke Jans Farm, Putnam, Half Moon Series.
 Mushroom, Alfred Krymborg.
 British War Dogs, Lieut. Richardson.
 Books on Archery, Armor and Fencing.
 Ferdinand Count Fathom, Smollett.

College Book Store, Springfield, Ohio

Hebrew Bibles, large print.
 Gesenius', Hebrew Lexicon, O. T.
 Chaniller, Trial of Jesus.

Columbia University, Library, New York

Moore, Marianne, Observations Dial Press, 1925.
 Johnston, J. T. M., World Patriots, St. Louis, World Patriots Company.

Columbia Univ. Press Bkstore, 2960 Broadway, N. Y.

Barrie, A Holiday in Bed & Other Sketches.
 Cook & O'Shea, The Child & His Spelling.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Hawley's Legal Trial of Jesus.
 Encyclo. Britannica 32 vols., Cambridge ed.
 Henry Esmond, Biog. ed., Harpers.

Community Bk. Shop, Harvard Sq., Cambridge, Mass.

Phantome of the Opera.
 Poor White, 1st ed., Sherwood Anderson
 Rolland, Beethoven.

Cornell Co-operative Society, Ithaca, N. Y.

Church, Mechanics of Solids, Wiley.

Dartmouth College, Library, Hanover, N. H.

Chadwick, J. W. W. E. Channing.
 Chadwick, Theodore Parker.

Dauber & Pine, 83 4th Ave., New York

Adams, Mont Saint Michel Charters, 1913.
 Yellow Book, vol. 3, 1st ed.
 Eugene O'Neill, 1st eds.
 Shawls of Orient and India.
 Savage, Genealogical Dictionary, vol. 3.
 Livingston Genealogy.
 Ross, De Haven Family.
 Wright, Arabic Grammar.
 Socion Arabic Grammar.
 Salmone, Arabic-English Dictionary.
 Brachvogel, Industrial Alcohol, 1907.
 Sinkovitch, Understanding of Jesus.
 Hill, Life of Stradivari.
 English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classes. Prompt cash for all items ordered.

Denholm & McKay Co., Worcester, Mass.

Quote anything on Horace Odes, English meter.
 Vanished Arizona, Summerhayes.

Dennen's Bk. Shop, 37 E. Grand River Ave., Detroit

Creole Cook Book, 5 copies.

Detroit, Mich., Public Library

Skinner, American Myths and Legends, 2 vols.

Dixie Business Book Shop, 140 Greenwich St., N. Y.

The Law Relating to Income & Principal Howes.
 Historic Hadley, Alice Walker.
 Canadian Banking Manual, latest ed.
 August Counort, English Economic Series.
 English Treasure by Foreign Trade, Munn.
 Platinism, Paul Elmer More.

Trade Department, Doubleday, Page & Co., Garden City, N. Y.

Lucrezia Borgia, by F. Gregorovius, published by Appleton.

Doubleday, Page Bk. Shop, 38 Wall St., N. Y.

Life of Lord Strathcona, Houghton-Mifflin.
 Le Blanc, Hollow Needle.
 McKenzie, Castles of England.
 D'Auvergne, English Castles.
 Freeman, Norman Conquest.
 Brandes, Poland, Macmillan.

BOOKS WANTED—Continued

James F. Drake, 14 W. 440th St., New York
 American Book Prices Current for 1900, 1901, 1903, 1912, 1913, 1914, 1915, 1916, 1917, 1918, 1919, 1920, 1922.
 Parrish, Dream Coach, 1st. ed.
 Poe, Narrative of Arthur G. Pym, 1838, 1st. ed.
 Stephens, Agnostic's Apology, Ln., 1893, 1st. ed.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
 Detmart, Serpents, Snakes, etc.

E. P. Dutton, 681 Fifth Ave., New York
 Angeliotte, Burgundian, Harlette.
 Browning, R., Works, volume 11, pocket edition,
 Crowell, edited by Porter and Clarke, containing
 Agamemnon of Aeschylus, La Saisaiz.
 Bruce, Below the James.
 Brady, Kedge Anchor, N. Y., 1864 or any ed.
 Cahalane, Police Practice and Procedure.
 Cooke, Surry of Eagle's Nest.
 Cole, Under Five Commanders.
 Dwight, Constantinople Old and New.
 Franklin, Gen., Monograph In Memory of Gen. McClellan.
 Gettler, Balance of Acid Forming and Base Forming Elements in Food.
 Glazebrook, Dictionary of Applied Physics.
 Hicks, Book on Quilts.
 Harris, The Circuit Rider's Wife.
 Humphrey's The Peninsular Campaign.
 James, Henry, Works, New York, 1907-1909.
 Johnston, The Long Roll.
 Jerome, Three Men on Wheels.
 Luce, Seamanship, 2d. ed., 1863.
 Lanon, Life of A. Lincoln, Boston, 1872.
 Myer, History of the Great American Fortunes.
 Marquis, Danny's Own Story.
 Meldrum, Holland and Hollanders.
 Moore, History St. George Church, Hempstead, Long Island.
 Nathan, Book Without a Title.
 Nagle, McClellan vs. Lincoln.
 Nares, Seamanship, 6th ed., 1876, or any ed.
 Peixotto, J. B., The French Revolution and Modern French Socialism.
 Powys, L., Confession of Two Brothers, 1st. ed.; Black Laughter, 1st. ed.
 Pryor, Mother of Washington and Her Time.
 Peterson, F. Pai Ta-Shuir, Chinese Lyrics.
 Paget, Hunting.
 Requiem Aeternam.
 Russell, Around the World with General Grant.
 Simpson, Sermons.
 Seltzer, Homo Sapiens.
 Smith, C. H., From Uncivil War to Date; School History of Georgia; Side Show of the Southern Side of the War; Billarp's Letters; Bill Arp's Scrap Book.
 Stopes, Married Love.
 Taylor, Science of Approach.
 Thayer, Character and Public Service of A. Lincoln, Boston, 1864.
 Trinity, Foot Beagles.
 Uncensored Facts of History.
 Verne, J., Master of the World, Secret of the Island, Scribner, 1875; Facing the Flag, 1897; The Begums Fortune, Lippincott, 1879; Golfrey Morgan, Scribner's, 1883; Captain Antifer, Fenno, 1895.
 Who's Who in Baseball, 1916 to 1920 inclusive.
 Washington, Letters to Brother LaFayette and Diaries.
 Wilkinson, Ancient Egyptians, vol. 2, Murray, 1890.
 Wimberly, A. T., A Study in Black and White, New Orleans, 1904.
 Woodruff, C. R., A President Who Seeks Practical Reforms, Philadelphia, 1902.
 Wilson, A. L., Roosevelt and the Money Kings, Oklahoma City, 1918.
 Walsh, J. W., Life of.
 Willett, Double Cross.
 Walling, W. E., Socialism as It Is.
 Wister, Lady Baltimore.
 Weiser, Life of Conrad Weiser, 1890.
 When a Man's Alone, American Y. M. C. A., 8 pages.
 Wildman, E., Famous Leaders of Character in America.

E. P. Dutton—Continued

World Almanac, 1877 to 1885 inclusive.
 Whitman, Walt, When Lillies Last in the Door-Yard Bloomed, vellum ed., Essex House Press, 1900.
 Whittier, J. G., Justice and Expediency, Haverhill, 1833; The Song of the Vermonters, 1889, printed Broadside Poem; Our Countryman in Chains, printed Broadside Poem, New York, 1837; Broadside, a Tract for the Times, June, 1850; The Sycamores, Nantucket, 1857; Hymn written for the Patriotic Dedication of the Unitarian Church in San Francisco, Jan., 1864; Snow Bound, 8vo, original white cloth; The Lost Occasion, Broadside Poem, 1880; How the Women Went from Dover, 1662, Broadside; A Summer Pilgrimage, printed Broadside Poem; The Two Elizabeth's, Broadside Poem; On the Big Horn, Broadside Poems; At Deer Island on the Merrimack, 1888.
 Wilson, Woodrow, any books autographed by.
 Whitehead, Organization of Thought, Educational and Scientific.
 World's Work, May, 1923.

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 Journ. of Industrial a. Surg. Chemistry, 1909 on.
 Colcord, Index II to the Lit. of Am. Econ. Entomology, 1915-19.
 Conklin, Dev. Crepidula, 1905.
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 Twain, Mark, Tom Sawyer, 1876.
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 Printers and Publishers' Devices in England and Scotland, 1485-1840, Ronald B. McKerrrow, Chiswick Press, 1913.
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Journal of Urology, Dec., 1924.
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 Balch, Genealogica, pub. Allen Lane & Scott, Phila.
 Barton, Wm. E., Old Plantation Hymns, Lamson & Wolfe, 1899.
 Beebe, Bird, Its Form and Function, Holt, 1906;
 Log of the Sun, Holt, 1906.
 Besant, W., South London, Stokes.
 Calvert, Catalonia and the Balearic Isles, London, 1910.
 Clarke, J. I. C., Japan at First Hand, Dodd, Mead, 1920.
 Dante, Hell, Purgatory and Paradise, Trans. G. A. J. Butler, Mac., 1891-92.
 Encyclopaedia of Domestic Economy.
 Faury, Early Sources of Unitarian Christianity.
 Ferrar, Il Legno nell'Arte Italiana.
 Fitch, G. H., Great Spiritual Writers of America; Modern English Books of Power.
 Forsyth, Wm., Life of Cicero, Scribner, 1866.
 Godkin, G. S., Monastery of San Marco, Dent.
 Hall, G., Allegretto, Little, Brown; Far From Today, Little, Brown; Hundred and Other Stories, Harper; Legend of Sainte Cariberte des Oies, Badger; Miss Ingalls, Century; Wagnerian Romances, Lane.
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 Wood, J. T., Discoveries at Ephesus, London, 1877.
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The Jewish Encyclopedia, N. Y. & London, 1901-6.
American Journal of Diseases of Children, 17, 18, 19, 20, 21, 22, 23.

American Journal of Anatomy, 1-15.
American Journal of Physiology, 1-10 and 35-36.

Astrophysical Journal, 1806-1923.
Botanical Gazette, vols. 62-74, 1916-1922, and vol. 78, 1924.

Endocrinology, 1917-1923.

Gibbs-Wilson, Vector Analysis, 1901.

Journal of Bacteriology, 1-6.

Journal of Biological Chemistry, 11-29, 34.

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Proceedings of the National Academy of Sciences, vol. 2, 1916, nos. 3, 4, 5, 8; vol. 3, 1917; vol. 4, 1918; vol. 5, 1919.

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